

Purchasing Week

McGraw-Hill's National Newspaper

OF PURCHASING

Vol. 4, No. 34

New York, N. Y., August 21, 1961

\$6 A YEAR U. S. AND CANADA \$25 A YEAR FOREIGN

Kit-and-Caboodle Discounts: Latest Loyalty Lure

Steel Starts Talking Up Hedge Buying Against Possible Strike Next Summer

Pittsburgh—Several major steel producers already are talking about the possibility that an anticipated year-end surge in steel ordering will reflect the hedge-buying plans of strike-wary customers. They say steel buyers, who have shown little inclination to buy ahead against a possible fourth quarter price increase, probably will relax this caution come December when industry in general begins thinking about 1962 steel contract negotiations.

The sales chief of one major producer said last week that he expects "substantial" steel inventory-building to commence in the fourth quarter, due in large part to generally improving business conditions and the tense international situation. But he named "hedging" against a possible steel strike next summer as the No. 1 factor in the plans of many Midwestern customers to begin increasing their orders by December or January.

Earlier Avery C. Adams chairman of Jones & Laughlin, made a similar observation in a discussion of the late 1961 and early 1962 steel industry business outlook. Adams said he expects his industry's operations to continue rising for the rest of the year with customers beginning to place stockpile orders for steel in

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Commodity Prices Firm Despite Furor in Berlin

London—International traders were taking the Berlin crisis in stride last week. The East-West wrangle had but negligible effects on world commodity prices.

British sources agreed that Berlin would have little influence on markets unless the situation worsened radically beyond its status at the middle of last week. Britons generally expected prices to continue responding chiefly to specific and local economic circumstances—examples: the Chi-

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Pentagon to Centralize Buying, Management Of Common-Use Items

Washington—Defense Secy. Robert S. McNamara is expected to set up a "defense supply agency" within the next several weeks in what is probably the most wide-sweeping measure ever taken by the Pentagon to centralize management of military procurement.

The new agency would take over procurement and other supply management tasks now handled by eight so-called "single managers." These are special units within the services in charge of purchasing, warehousing, distribution, and other supply functions for the other military services.

Each of the single managers is responsible for a specified class of common-use—mostly commercial-type—products. The Navy runs supply management for industrial supplies, medical goods, and petroleum; the Army Quartermaster Corps, general supplies, subsistence, and clothing and textiles; the Army Corps of Engineers, construction equipment and building materials; and the Army Ordnance Corps, automotive supplies.

Under the reorganization, these activities would be consolidated within the one new agency. The agency also would:

- Take on all purchasing and supply management of specified types of electronic parts and components used in large quantity by

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LAMAR LEE, JR.



ARTHUR G. PEARSON

New Professional Development Dept. To Become P/W Feature on Sept. 18

By Charles S. Mill, Publisher

Beginning with its Sept. 18 issue, PURCHASING WEEK will expand its coverage to include an area that dominates every modern purchasing executive's thinking: Professional Development. A regular, weekly feature will be established on that date with its own staff and advisors.

This new Professional Development section, to be supervised by Senior Editor William R. Leitch, will—in effect—be a complete campus newspaper reporting on the activities of the various institutions and groups now stepping up their efforts to make the purchasing executive a better management man and profit-contributor.

Simultaneously, PURCHASING WEEK will add two experts to its list of consultants—both longtime advocates of Professional Development, and both highly conversant with the special projects and affairs of the West Coast. They are:

- Lamar Lee, Jr., Director of

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Exhaust Controls a 'Must' On '62 Government Cars

Washington—The General Services Administration has ruled that 1962 model automobiles bought for U.S. government civilian use must be equipped with a crankcase ventilation system, known as a "blow-by" device, to reduce harmful automobile exhaust fumes.

The devices, to be optional equipment on 1962 cars, will be standard equipment on all cars sold in California. Purchasers will pay from \$4.25 to \$6 for the factory-installed "blow-by" device.

The new federal government requirements on 1962 model vehicles were worked out after discussions between officials of the GSA and the Dept. of Health Education and Welfare. Department Secy. Abraham Ribicoff recently warned auto manufacturers that if they don't agree to install the exhaust control voluntarily on 1964 models he will consider

(Turn to page 32, column 2)

Vendors Giving Small Orders Special Break To Prevent Switching

New York—A major chemical producer is about to make a pitch for more business by announcing quantity discounts on grouped small orders in a wide range of commercial solvents.

Idea behind the plan is one that more and more suppliers have been turning to in these times of strict inventory controls and more frequent small orders:

To win customer loyalty through attractive pricing and special service regardless of order size. And where a wide range of products is involved, to sign up the customer for the entire kit and caboodle rather than competing with rivals on a piecemeal basis.

Even the prospect of upturning general business conditions apparently has not deterred many suppliers—particularly in steel and chemicals—from continuing their tooth-and-nail pricing competition.

Over a widening range of industries vendors are coming up with more liberal pricing on small order combinations that generally boil down to an effort to maintain a continuous order flow by giving large quantity discounts on combined small purchases. The hope is to hold on to these customers when their orders grow into bulk size.

The liberalized attitude is a major switch, for at the beginning of the year many vendors still were grouching loudly about the cost of processing small orders and many set up dollar minimums and put extra charges on small quantity sales.

A check of suppliers and buyers across the country shows how the trend shapes up now in major purchasing areas:

- **Metals:** Steel warehouses all over the country junked last year's item pricing plan (a major attempt to price according to

(Turn to page 31, column 1)

Salt Firms Get Religion; Identical Bids Decrease

New York—Early reports on rock salt contracts for the coming winter show that many city and state governments are getting competitive bids for the first time in recent years.

As a result, the price of rock salt is falling. Justice Dept. lawyers, who have been keeping close tabs on the situation, say salt prices are running as much as \$2.60/ton less than last year.

A special PURCHASING WEEK survey supports this estimate. It shows that Midwestern purchasing agents will be the big gainers, but that in the East, higher transportation costs may cancel out any decreases.

Chicago, for instance, hit the

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Purchasing Week's Panorama

- **You Can't Buy Fleet Cars** the same way you buy your own auto. That's the philosophy of Columbia Gas System's director of transportation, A. E. Townsend. How Columbia buys its fleet cars is detailed in the spread on pages 18-19.

- **Getting Cash Discounts Requires Some Effort.** But, says P/W Consultant Joseph W. Nicholson, the reward is worth the trouble. Nicholson discusses the importance of cash discounts in 'Professional Perspective' on page 8.

- **Most Industries Have One Thing in Common**—they create dust. The story on pages 12 and 13 tells why proper control of dust is important. It also gives a rundown on the equipment and methods used to collect dust and dispose of it.

- **Used Machinery Sales Are Still Brisk.** The latest rundown on auction prices and coming sales is listed on page 28. And on page 27, you'll find a special report on the initial reception to Pratt & Whitney's 'all-makes' trade-in plan.

Purchasing Week's

Purchasing Perspective

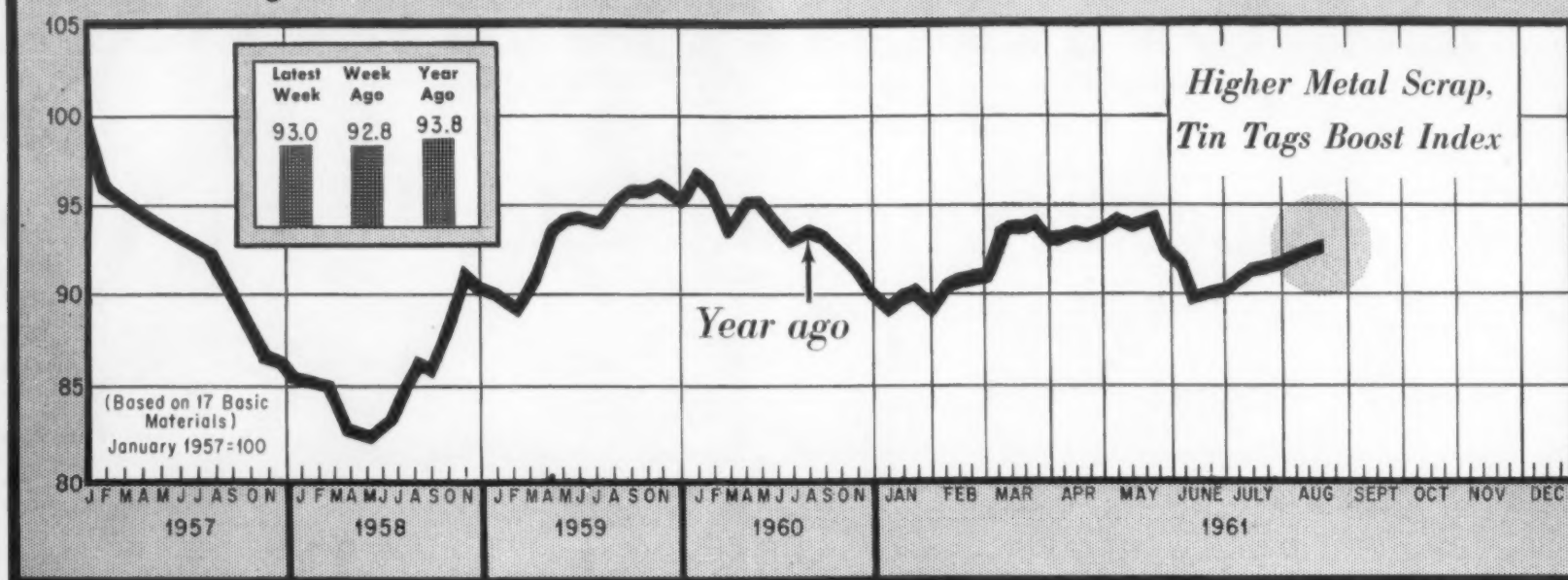
With the Berlin-propelled upswing exceeding even optimistic Washington expectations (see Washington Perspective, p. 4), business analysts again are weighing the possibility of a new round of price inflation. It's a timely candidate for speculation, especially after some 18 months of declining industrial prices and 36 months of relative over-all stability in consumer price levels.

Because any deterioration of current East-West tensions into armed conflict would result in almost immediate government economic controls, most inflation analyses assume there will be no shooting over Berlin. And just as international markets and industrial buyers have become pretty hardboiled over the cold war years, so have inflation forecasters who no longer assume that the prospect of a \$6-billion or \$7-billion federal deficit automatically inaugurates an inflationary spiral. They cite other reasons for intimating that inflation is just around the corner.

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Purchasing Week Industrial Materials Price Barometer

This index, based on 17 basic materials, was especially designed by the McGraw-Hill Department of Economics.



This Week's Commodity Prices

	Aug. 16	Aug. 9	Year Ago	% Yrly Change
METALS				
Pig iron, Bessemer Pitts., gross ton	67.00	67.00	67.00	0
Pig iron, basic, valley, gross ton	66.00	66.00	66.00	0
Steel, billets, Pitts., net ton	80.00	80.00	80.00	0
Steel, structural shapes, Pitts., cwt.	5.50	5.50	5.50	0
Steel, structural shapes, Los Angeles, cwt.	6.20	6.20	6.20	0
Steel, bars, del., Phila., cwt.	5.98	5.98	5.975	+ .1
Steel, bars, Pitts., cwt.	5.675	5.675	5.675	0
Steel, plates, Chicago, cwt.	5.30	5.30	5.30	0
Aluminum, pig, lb.	.26	.26	.26	0
Secondary aluminum, #380 lb.	.212	.212	.24	-11.7
Copper, electrolytic, wire bars, refinery, lb.	.306	.306	.326	-6.1
Brass, yellow, (sheet) lb.	.493	.493	.506	-2.6
Lead, common, N.Y., lb.	.11	.11	.12	-8.3
Nickel, electrolytic, producers, lb.	.813	.813	.74	+ 9.9
Tin, Straits, N.Y., lb.	1.195	1.175	1.021	+17.0
Zinc, Prime West, East St. Louis, lb.	.115	.115	.13	-11.5
FUELS				
Fuel oil #6 or Bunker C, Gulf, bbl.	2.20	2.20	2.30	-4.3
Fuel oil #6 or Bunker C, N.Y., barge, bbl.	2.62	2.62	2.62	0
Heavy fuel, PS 400, Los Angeles, rack, bbl.	2.10	2.10	1.95	+ 7.7
Lp-Gas, Propane, Okla., tank cars, gal. (incl. discount)	.025	.025	.035	-28.6
Gasoline, 92 oct. reg., Chicago, tank car, gal.	.118	.12	.126	-6.3
Gasoline, 84 oct. reg., Los Angeles, rack, gal.	.108	.108	.105	+ 2.9
Kerosene, Gulf, Cargoes, gal.	.095	.095	.09	+ 5.6
Heating oil #2, Chicago, bulk, gal.	.088	.088	.095	-7.4
CHEMICALS				
Ammonia, anhydrous, refrigeration, tanks, ton	94.50	94.50	90.50	+ 4.4
Benzene, petroleum, tanks, Houston, gal.	.31	.31	.34	-8.8
Caustic soda, 76% solid, drums, carlots, cwt.	4.80	4.80	4.80	0
Coconut oil, inedible, crude, tanks, N.Y. lb.	.126	.128	.153	-17.6
Glycerine, synthetic, tanks, lb.	.248	.25	.293	-15.4
Linseed oil, raw, in drums, carlots, lb.	.191	.191	.168	+13.7
Phthalic anhydride, tanks, lb.	.195	.195	.185	+ 5.4
Polyethylene resin, high pressure molding, carlots, lb.	.275	.275	.325	-15.4
Polystyrene, crystal, carlots, lb.	.18	.18	.215	-16.3
Rosin, W.G. grade, carlots, fob N.Y. cwt.	13.15	13.15	17.35	-24.2
Shellac, T.N., N.Y. lb.	.31	.31	.31	0
Soda ash, 58%, light, carlots, cwt.	1.55	1.55	1.55	0
Sulfur, crude, bulk, long ton	23.50	23.50	23.50	0
Sulfuric acid, 66% commercial, tanks, ton	22.35	22.35	22.35	0
Tallow, inedible, fancy, tank cars, N.Y. lb.	.063	.064	.06	+ 5.0
Titanium dioxide, anatase, reg. carlots, lb.	.255	.255	.255	0
PAPER				
Book paper, A grade, Eng finish, Untrimmed, carlots, cwt.	17.75	17.75	17.75	0
Bond paper, #1 sulfate, water marked, 20-lb, 16-carton lots, cwt.	25.20	25.20	25.20	0
Chipboard, del. N.Y., carlots, ton	100.00	100.00	100.00	0
Wrapping paper, std. Kraft, basis wt. 50 lb rolls	9.50	9.50	9.50	0
Gummed sealing tape, #2, 60 lb basis, 600 ft. bundle	6.30	6.30	6.30	0
BUILDING MATERIALS				
Cement, Portland, bulk carlots, fob New Orleans, bbl.	3.65	3.65	3.65	0
Cement, Portland, bulk carlots, fob N.Y., bbl.	4.20	4.20	4.18	+ .5
Southern pine, 2x4, s4s, trucklots, fob N.Y., mftbm.	112.50	112.50	120.00	-6.2
Douglas fir, 2x4, s4s, carlots, fob Chicago, mftbm.	125.00	124.00	135.00	-7.4
Spruce, 2x4, s4s, carlots, fob Toronto, mftbm.	85.00	85.00	84.00	+ 1.2
Fir plywood, 1/4" AD, 4x8, dealer, cld, fob mill, msf.	64.00	64.00	64.00	0
TEXTILES				
Burlap, 10 oz. 40", N.Y., yd.	.130	.131	.119	+ 9.2
Cotton middling, 1", N.Y., lb.	.352	.351	.325	+ 8.3
Printcloth, 39", 80x80, N.Y., spot, yd.	.178	.178	.202	-11.9
Rayon twill, 40 1/2", 92x62, N.Y., yd.	.205	.205	.225	-8.9
Cotton drill, 1.85, 59", 68x40, N.Y., yd.	.355	.365	.38	-6.6
Wool tops, N.Y., lb.	1.665	1.630	1.420	+17.3
HIDES AND RUBBER				
Hides, cow, light native, packers, Chicago, lb.	.210	.210	.168	+25.0
Rubber, #1 std ribbed smoked sheets, N.Y., lb.	.300	.298	.368	-18.5

Purchasing Week's

Price Perspective

Price lists and pricing policies are undergoing sweeping revisions that exert contrasting pressures on price levels. On one hand you have selective changes, both up and down but with a distinct upward bias. On the other, you have the widening scope of small order combinations on which quantity rather than item discounts are offered.

A recent example of the upward trend is the basic list revisions by aluminum producers. The same thing is happening in bearings—especially in manufacturer resale lists—and industry analysts look for it to spread among steel producers.

Two strong reasons for this type of revision are:

• **The government watchdog attitude on price increases.** Across-the-board increases are much more liable to Administration badgering and are much harder to defend than a number of tag increases leavened by scattered cuts.

• **Long overdue reviews of product pricing.** Metal executives point to many changes in product specifications—new gages, widths, and other alterations stemming from improvements in metal-working machinery—that hadn't been properly integrated into price lists on the basis of production costs.

The quantity discount trend in pricing policy (see story on p. 1) tends to lower tags—not only directly but also indirectly through the chain of price reactions it sets up.

Specialty suppliers, for example, can't offer the range of small order combinations that a general distributor can so the tendency is for the specialty house to lower its prices and/or increase its quantity discounts to negate the advantage his competition offers for small order combinations.

Demand promises strong support for continued business improvement. The latest returns on consumer credit and labor income add lustre to an already bright outlook.

Consumer credit extensions are starting to edge above repayments, which—given the current optimistic climate—means, say the experts, that a sharp increase in consumer instalment buying is on the way.

Labor earnings are also on the increase. The buying power of factory workers, reports the U. S. Dept. of Labor, has been rising steadily and in June "reached the record levels previously set in June and Dec., 1959."

The steep 14% monthly gain registered for June in overtime hours in manufacturing highlights the chief reason for rising labor income—the lengthening of the average work week.

DEVELOPMENTS THAT LEAD TO FIRMING TAGS are showing up in a number of metals. Rising scrap tags are creating cost-price pressures in iron and copper products. This is significant because it's happening during a relatively slow sales period—before the fall pickup in demand in these areas. It doesn't take a long memory to recall what climbing copper and brass scrap quotes did to prices for brass ingot and brass mill products in March and April.

In zinc the statistical picture is shifting to one favoring tag strength. July smelter shipments were some 30% above year-ago figures, while production ran more than 5% below, and stocks on hand—after the fourth straight monthly decline—dropped under the comparable 1960 level.

BLAST AT CURRENT INVENTORY PRACTICE. The paring of inventory-to-sales ratios by P. A.'s has been sharply criticized by economic analyst Lionel D. Edie & Co.

"The inventory policy being followed by American is dangerous," said Edie. Among other things, "it is making the economy increasingly more volatile" and "business planning more difficult and hazardous," he said.

Major Midwest Stainless Distributor Posts New Price Cuts Ranging to 3%

Chicago—Price pressure on stainless steel products intensified last week when one of the largest stainless distributors in the Midwest announced new price reductions of up to 3%.

Chicago Steel Service Co., tying credit and contract fulfillment to its new price schedules, raised maximum discounts on 10,000 lb. shipments to 8%. "This reduces our gross profits on stainless sheet to a minimum of 2% since the functional discount on stainless is 10%," sales representative Walter H. Crever told PURCHASING WEEK. "We are hoping to find a competitive price level and improve our cash flow by doing so."

Chicago Steel's move caught other distributors by surprise, and although none acted immediately to duplicate the reduction, most said they were studying it seriously. Crever said price reductions of 5% and 6% announced by most stainless distributors in June "didn't solve any problems or get us more business." He added: "It's still the same old price war."

Three Phases

The new Chicago Steel Service program is divided into these phases:

- A total order of 10,000 lb. of combinable tonnage shipped at one time receives an immediate 5% discount, but if the invoice is paid within 30 days, the customer is credited with an additional 2½%. In addition, the standard discount of ½% for payment within 10 days remains in force. This adds up to maximum discount of 8%.

- On multiple orders (2,000 lb. or more) totaling 10,000 lb. of combinable tonnage and shipped within 120 days, each shipment is invoiced at current price for quantity release minus 6½% (adding ½% to discount). If all invoices are paid within 30 days, and when total tonnage requirements are met, customer's account is credited with all quantity extras previously charged plus an extra discount of ½%. In addition, all invoices are subject to standard ½% for 10-day terms. National total discount would be 7½% under this program.

A steel marketing specialist

said he felt the move was aimed at making Chicago Steel Service more competitive with the small or nonstocking brokers and distributors who provide no service and sell to large customers on a cash basis.

"These people can only sell by chiseling on price one way or another," he said. "We know that we have lost customers to them, and we are constantly being told that we are not competitive. But we are standing pat."

This Week's Scrap Prices

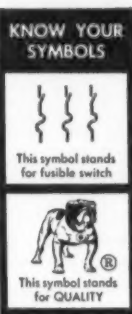
	Aug. 16	Aug. 9	Year Ago	% Yrly Change
Steel, #1 hv, dlvd Pitt, ton.....	36.00	36.00	31.00	+16.1
Steel, #1 hv, dlvd Clev, ton.....	34.50	34.50	31.00	+11.3
Steel, #1 hv, dlvd Chic, ton.....	39.00	38.00	32.00	+21.9
Copper, #1 wire, dlr buy, feb NY, lb....	.245	.245	.24	+2.1
Copper (hv) & wire mix, dlr buy, feb NY, lb....	.225	.225	.22	+2.3
Brass, light, dlr buy, feb NY, lb.....	.125	.125	.11	+13.6
Brass, hv yellow mix, dlr buy, feb NY, lb....	.145	.145	.125	+16.0
Alum (cast), mixed, dlr buy, feb NY, lb....	.10	.10	.10	0
Alum (sheet), old clean, dlr buy, feb NY, lb....	.095	.095	.095	0
Zinc, old, dlr buy, feb NY, lb.....	.03	.03	.04	-25.0
Lead, soft or hard, dlr buy, feb NY, lb....	.07	.07	.083	-15.7
Rubber, mix auto tires, dlvd Akron, ton....	11.00	11.00	11.00	0
Rubber, synth butyl tubes, East, dlvd, lb....	.065	.065	.073	-11.0
Paper, old corrug box, dlr, Chic, ton.....	16.00	16.00	18.00	-11.1
Paper, #1 mixed, dlr, NY, ton.....	3.00	3.00	1.00	+200.0
Polyethylene, clear, dlr, NY, lb.....	.05	.05	.11	-54.5

West Coast Teamsters Extend Contracts Again

San Francisco—The contract deadline for West Coast teamsters has been extended to Aug. 31, the third postponement since June as negotiators seek to avoid a possible trucking tie-up in an 11-state area.

Chances for a strike apparently lessened last week when leaders of a splinter group of Bay Area teamster locals urged membership to accept an employer offer of a three-year contract embodying a 28¢/hr. package increase.

Approval would set the stage for a possible windup in the negotiations for the area contract.



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Price Briefs

Gasoline—Price competition in gasoline flared up again last week with Mid-Continent refiners cutting their tags ½¢/gal. and Esso and Mobil dropping their dealer tankwagon quotes from .8¢ to 1.6¢/gal. in Rhode Island.

Ammonium Chloride—J. T. Baker Chemical raised tags by 2¼¢/lb. for granulated and 3¢/lb. for powdered. Higher labor, container, and raw material costs were cited as cause.

Natural Phenol—Producers cut prices by ½¢/lb. following Dow's ¾¢/lb. drop in the synthetic material the previous week.

Mercury—Another cut of \$1 in the 76-lb. flask occurred last week as slow demand continued to erode prices.



I-T-E CIRCUIT BREAKER COMPANY
BULLDOG ELECTRIC PRODUCTS DIVISION

Purchasing Week's Washington Perspective

New and rosier estimates on the business pickup through the second quarter of next year are being charted by Administration economists. They now figure Gross National Product (GNP) for the fourth quarter of this year will be at a \$540-billion annual rate—an increase in their estimate of only a couple weeks ago. For the first quarter of next year they see perhaps \$560-billion—which would mean a \$44-billion increase over the \$516-billion the economy hit in the first quarter of this year.

The upturn in the second quarter was the sharpest jump ever recorded for the turnaround at the end of a recession—from \$501-billion in the first quarter to \$516-billion in the second.

One of the biggest factors in the rosier forecast is the federal government's increased spending. President Eisenhower's forecasters, before they left town, pegged government purchases over-all at \$56.5-billion for calendar 1961—but this rate already was reached in the second quarter. By the second quarter of next year they're expected to be at an annual rate of \$62.5-billion—\$6-billion higher—a major factor being, of course, President Kennedy's new military procurement programs.

Taking federal, states, and local government spending increases together, they'll account for perhaps 25% of the \$44-billion boost in GNP expected by next spring. Plant and equipment spending is expected to rise some. Construction will be a big contributor, and residential construction, particularly, is expected to expand substantially.

Inventory buying turned sharply too from a decelerating rate of at a \$1-billion a year annual rate in the first quarter to a \$3-billion accumulation in the second.

The expectation, however, is that by next spring inventories may be only about \$5-billion over what they were in the first quarter—which means that the experts see a relatively slow rate of accumulation from here on. Business is reacting much more swiftly on inventory policy, they say, but they expect that the cyclical upswing to be much milder.

This is partly because of a much more sophisticated industry attitude toward inventories, and partly because—up to now—there have been almost no signs indicating that either consumers or businessmen are "buying to beat the shortage" or a price rise.

All told, barring some unforeseen crisis, the price level is expected to be up perhaps 1.5% or 2% by the second quarter of next year—which is not large enough to generate any anti-inflation excitement in Washington.

This means, of course, Washington does not expect some prices to rise in the fall; prices tend to lag at the beginning of an upturn. However, they're expected to be spotty—not across-the-board.

There's a definite split showing, though, on what this does to reduce unemployment. Already, the optimists are talking about a 5% rate by next summer. Others who are less attuned to political pressures say the Administration will be lucky if the rate drops from the present 6.9% to even 6%.

The Federal Reserve Board production index last week broke through to new highs—hitting 112 in July, compared to the low of 102 last February, and the previous high of 111 in January 1960. Gains showed all across the index on a seasonally adjusted basis, for such major components as autos, building materials, clothing, iron and steel, chemicals, paper, and other raw materials.

Finishing touches are being put on consent decrees to be signed by defendants in the Philadelphia price-fixing case against electrical equipment makers. They should be ready in a couple of weeks. Twenty-eight of the 29 firms involved are expected to sign the decrees, with only General Electric holding out against a clause prohibiting "unreasonably low" prices.

The Justice Dept. has reached no final decision on what to do about GE if the firm remains adamant.

Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	1,910	1,850	1,525
Autos, units	21,202	32,464*	84,363
Trucks, units	7,187	12,948*	12,464
Crude runs, thous bbl, daily aver	8,437	8,466	8,335
Distillate fuel oil, thous bbl	13,726	14,037	13,314
Residual fuel oil, thous bbl	5,469	6,207	6,090
Gasoline, thous bbl	30,061	30,626	30,015
Petroleum refineries operating rate, %	85.0	85.3	85.2
Container board, tons	165,152	165,218	159,874
Boxboard, tons	100,241	101,034	98,053
Paper operating rate, %	88.9	89.3*	89.0
Lumber, thous of board ft	221,214	231,649	233,835
Bituminous coal, daily aver thous tons	1,321	1,368*	1,306
Electric power, million kilowatt hours	16,080	16,137	14,622
Eng const awards, mil \$ Eng News-Rec	479.0	557.3	455.1

*Revised

Steel Producers Begin Talking Up Hedge Buying

(Continued from page 1)

December as protection against a possible strike when current labor contracts are due to expire next June.

Hedge-buying will give steel a "good" first quarter in 1962 and an "excellent" second quarter, Adams said.

Some steel buyers said they were surprised that steel producers were talking about strike hedge-buying at this time, more than nine months ahead of any

potential supply crisis. "Shucks, some of us still are wondering about doing a little buying ahead of some of the price increases we expect," said one P.A. But he added quickly: "There's no doubt, however, that we'll eventually do some strike-buying."

The director of purchases for one large Midwest automotive supplier said he started placing hedge-orders against the 1959 steel strike as early as December, 1958 and "I wouldn't be sur-

prised if we do it again." He said some time this fall he'll begin planning the buildup of an additional 60-day inventory on top of his normal 30-day steel supply.

Some steel buyers stressed that with so much extra capacity available in the steel industry, they did not expect hedge-buying to start in earnest until the last part of the 1962 first quarter. Others said they were waiting until the windup of the current Detroit automobile negotiations before deciding what to do, figuring the auto outcome might provide a clue as to the future attitude of the Kennedy Administration toward any contract crisis in steel.

"We want to see what Kennedy is going to do before assessing the future in labor negotiations," one procurement chief said.

Pressures Seen in Early '62

Although most steel industry officials see few if any signs of major inventory expansion in the immediate future, they still make it clear that they anticipate major pressures in the early months of 1962—at least until a clearer reading is available on the steel labor outlook.

The current outlook—especially in regard to prices—is much less certain as the industry waits to see the full extent of the late summer and fall ordering in the general business comeback.

No Predictions

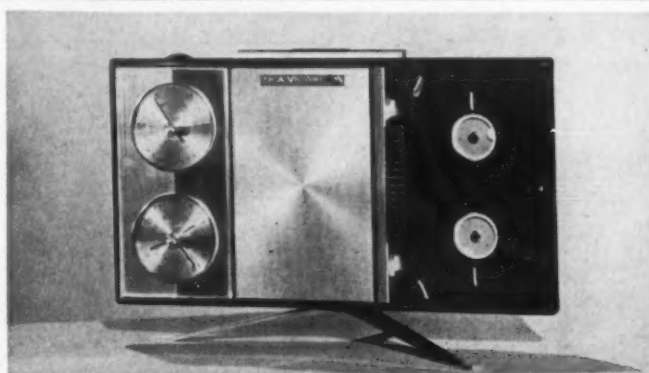
As for prices, spokesmen for leading producers so far have shied away from making predictions. They talk mainly about the "need" of the industry for price advances to meet increased labor and other costs. Other industry observers have speculated that when and if increases come they will be selective rather than across-the-board.

But last week, in an off-the-record prediction, one highly placed official for a big producer said he expected prices to be increased in late 1961 or around next Jan. 1. Disagreeing with the "selective" price forecasters, he guessed "normal" increases would occur in base prices. His predictions, he said, were personal, and he said his company, while high up in production capacity, would not initiate changes but would only follow the industry trend.

September Orders Up

Meanwhile, orders for September delivery are up over August, although the increase has not been spectacular. Demand for galvanized has continued to pace much of the advance, particularly in the Midwest, and some mills believe delivery lead times may lengthen by four or five weeks in November. Traditionally, galvanized demand has fallen off in winter months, but the increased number of uses for the products, particularly automotive, is changing that production pattern.

One indication of the fact that steel expects substantial production increases soon can be found in U. S. Steel's announcement last week that its Edgar Thomson Works at Braddock, Pa., would be reopened this month after a 14-month shutdown. The mill is one of the largest in the nation.



TAKE A RADIO MESSAGE, MISS JONES: Unit under development at RCA Advanced Design Center will permit executive to tape instructions and dictation at home, radio to office at pre-arranged time.

Major Northwest Plywood Firms Boost Prices as Demand Picks Up

Portland, Ore.—Plywood prices started to make up the ground they lost last month with major Northwestern producers boosting the key 1/4 inch sanded panels from \$64 to \$68 per thousand sq. ft.

The move to the higher level was somewhat ragged. While Georgia-Pacific Corp. and Simpson Timber Co. already were

taking orders at \$68, U.S. Plywood Corp. said it would wait until next week to start billing orders at that price. Roseburg Lumber Co. last week took orders at \$66.

The sanded panel prices had dropped from \$68 to \$64 toward the end of last month (see P/W, July 31, '61, p. 1). High for the year was \$72, reached in March.

Producers attributed the price hike to improved demand at mill levels caused by retailer inventory replacement.

Sanded Panel Demand

Plywood makers said sanded panels were in especial demand because they are used for interior work, which is done largely in the fall and winter months.

However, the producers could see little increase in general demand. One Eastern lumber expert told PURCHASING WEEK, "Despite all the talk about an increase in housing, retail sales haven't really improved. Demand at the mills increased mainly because of the July price cut, and it probably will slack off again now that the price has been raised, which means the present increase shouldn't stay in effect very long."

Alcoa Reduces Prices On Alumina Utilized In Ceramic Industries

Pittsburgh—Aluminum Co. of America cut prices of aluminas used in the ceramic industries by up to 1/2¢ lb.

The move apparently caught other producers off balance, but it appeared likely that they would go along. Reynolds Metals Co., for instance, said it would make no formal announcement until it had more time to evaluate the action. But a spokesman added, "We will be competitive."

3 Chief Grades Cut

Alcoa said the three alumina grades most important to the ceramic industries each were cut 1/2¢ lb. They are: A-10 calcine and low soda, reduced to 7¢ lb., and T60 and T61 tabular aluminas, reduced to 7 1/2¢ lb. and 8¢ lb., respectively. Prices are for 40,000 lb. lots.

The aluminas, an intermediate product in the aluminum production cycle, are used in the ceramic field to obtain resistance to high temperatures, voltages, and thermal and physical shock and wear.

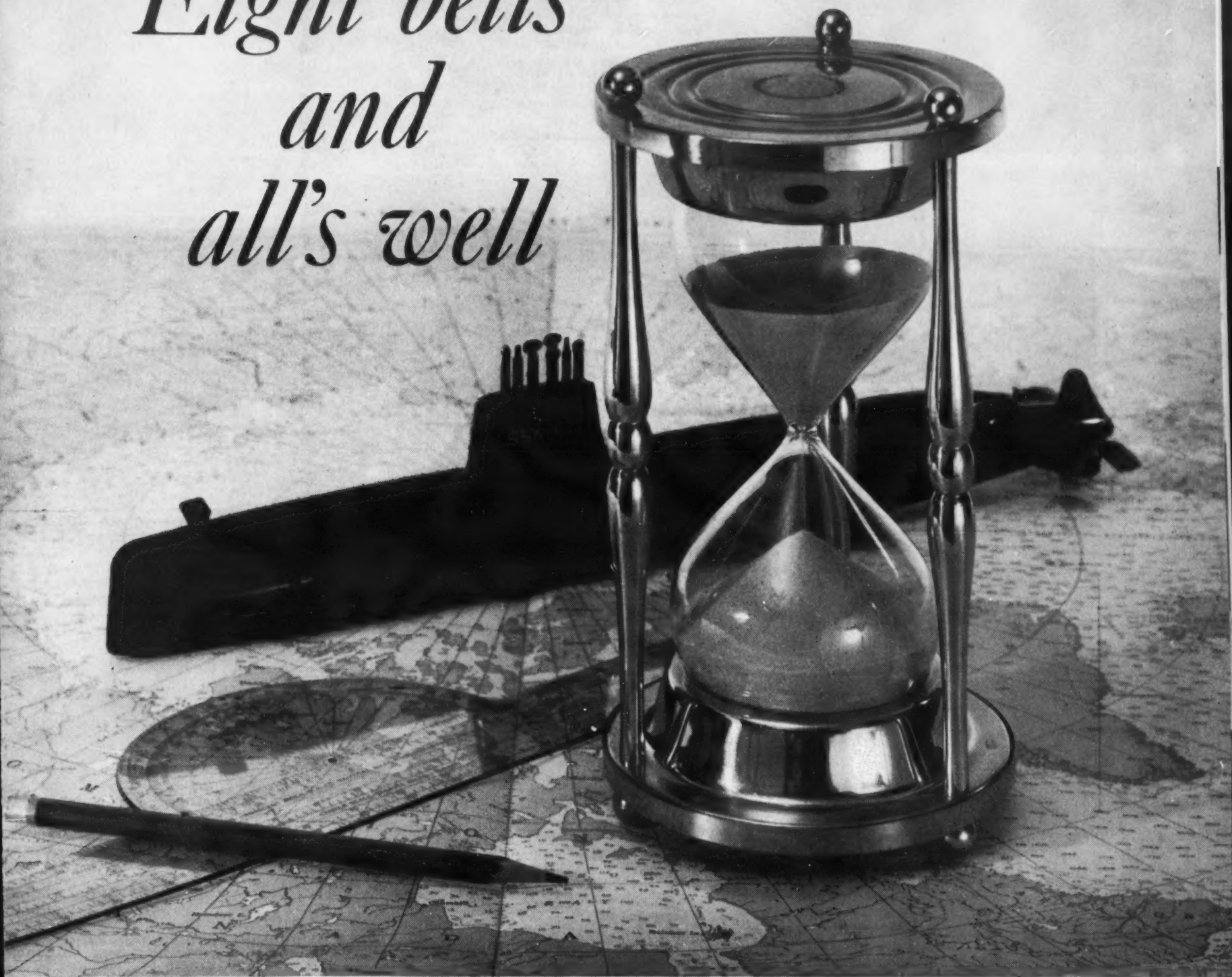
Alcoa said the prices cuts were made possible by lower processing and manufacturing costs, which together with increased demand, have more than offset recent wage hikes granted to aluminum workers.

Cyanamid to Increase Thermoplastic Output

New York—American Cyanamid Co. has announced that it will produce methylmethacrylate thermoplastic molding powder next year at its Wallingford, Conn., plant. The thermoplastic material, to be manufactured and marketed in a wide range of colors and in transparent, translucent, and opaque grades, will be made under a license from the British firm, Imperial Chemical Industries, Ltd.

Cyanamid said the production unit is scheduled for completion in mid 1962.

Eight bells and all's well



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EXECUTIVE COMFORT: Office furniture designed by Drabert Soehne, Minden/Westfalen, West Germany, approaches style of airline seats with far-tilting backs and headrests. Matching footrests are included. Even secretarial chairs have separate pedestals.

Directors Vote Approval on Merger Of Martin Co., American-Marietta

Baltimore — Directors of the Martin Co. and American-Marietta Co. formally approved plans for a merger of the two firms under the name Martin-Marietta Corp.

Martin management said the move offered an opportunity to diversify into commercial fields with growth potential while continuing Martin's present missile, aerospace, electronic and nuclear activities.

American-Marietta is a pro-

ducer of paints, industrial finishes, household cleaning products, synthetic resins and adhesives, chemicals, cement, printing inks and, a wide variety of building and construction materials.

The new Martin-Marietta Corp. would have annual sales, based on present operations, in excess of \$1-billion and assets of more than \$500-million.

George M. Bunker, chairman of the board of Martin Co., will be president and chief executive officer of Martin-Marietta, and Grover M. Hermann, American-Marietta chairman, will be chairman of the board.

Special meetings of stockholders of both companies were called for Oct. 9 to consider and act upon the proposed plan of consolidation.

Hughes Aircraft Shifts Component Product Line In Consolidation Move

Newport Beach, Calif. — Hughes Aircraft Co. has realigned product lines in its components group in a move to improve "the company's technical and marketing position."

A newly created electronic products division will concentrate on engineering, manufacture, and commercial sale of specialized electronic products. Included are two product lines from the industrial systems division (electronic and connecting devices) and two from the semiconductor division (special products and infrared optics).

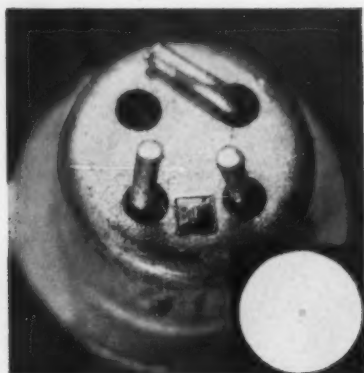
Hughes' Videosonic Systems, formerly under the industrial systems division, is being moved to the company's ground systems group at Fullerton, Calif., and combined with the existing Videosonic operation there. In addition, the instrument product line will be moved from industrial systems division to the vacuum tube products division at the Oceanside, Calif., plant.

FPC Authorizes Transco To Build Pipeline in South

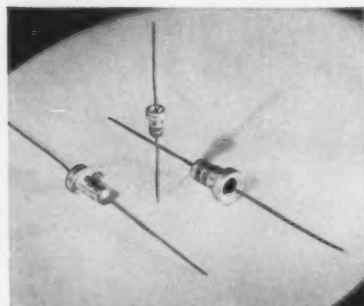
Washington — The Federal Power Commission gave Transcontinental Gas Pipe Line Corp., Houston, temporary authority to build and operate natural gas pipeline facilities costing about \$31.1-million. Transco will construct about 187 miles of 36-in. loop pipeline in Alabama, Georgia, Louisiana, Mississippi, South and North Carolina, Virginia, and Maryland. It also will build a 4,000-hp. compressor station in Louisiana.

New Welding Shields

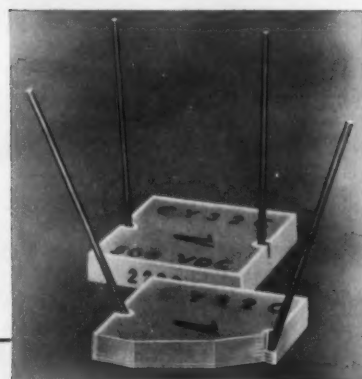
New York — Chemetron Corp.'s National Cylinder Gas Div. will distribute a new line of face shields for welding recently developed by American Optical Co.'s Safety Products Div. In addition, NCG will also take on other American Optical protection equipment items, including a dust respirator, special helmet lens for inert arc welding, and softside chipping goggles.



TRANSISTORS—Shown here in magnification is a Mesa transistor with fine gold wire. Handy & Harman manufactures this whisker wire to exact tolerances and highest purity standards. The cap is gold plated from Handy & Harman fine gold anodes. Photo courtesy of Western Electric.



CAPACITOR CANS—These tantalum electrolytic capacitors are completely leaktight and highly resistant to corrosion. The containers that are also used to seal the liquid and internals are drawn from Handy & Harman fine silver sheet. Photo courtesy of Fansteel Metallurgical Corporation, North Chicago, Ill.



CAPACITORS—Electrodes in these solid-state porcelain capacitors are formed from silver paste derived from Handy & Harman silver flake. Other types of capacitors for high-temperature applications have lead wires of Handy & Harman Consil 998, a nickel-bearing alloy. Photo courtesy of Vitramon, Incorporated, Bridgeport, Conn.

TRANSISTORS, CAPACITORS AND COME WHAT MAY

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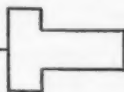
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Bemis Bro. Subsidiary Set to Start Full-Scale Production of Ultra-Pak

St. Louis—Bemis Bro. Bag Co. will put its subsidiary, Packaging Frontiers, Inc., which produces the Ultra-Pak packaging system, into a full-scale operation that will include marketing services.

The Packaging Frontiers operation will include development of packaging materials and new machines, technical servicing of machines and customers' packaging problems, and assistance to customers in developing marketing plans and suitable packages for Ultra-Pak marketing.

The subsidiary was formed last January, when Bemis acquired exclusive world-wide patent rights to the unique Ultra-Pak package and to the revolutionary machine which forms, fills, and seals the package in one continuous opera-

tion. It will be headquartered in Waltham, Mass.

The Ultra-Pak package—a tetrahedron of four triangular faces joined in a form of pyramid—is in current usage as unit-of-use containers for milk and other beverages, jams, jellies, soaps, cosmetics and a number of other products. Packaging Frontiers produces the Ultra-Pak machine for long-term lease to customers. It does not manufacture the packages.

Ga-Pacific Acquires Iowa Container Firm

Portland, Ore.—Georgia-Pacific Paper Co. has bought White Containers, Inc., of Monticello, Iowa, and plans to build a new corrugated container plant in northern California. The plant, similar to one recently opened by G-P at Olympia, Wash., is slated to have a capacity of 45-million sq. ft. per month.

White Containers has capacity to produce 10-million sq. ft. of corrugated per month in a 40,000 sq. ft. plant 25 miles southwest of Dubuque.

Extra Large Plexiglas Acrylic Sheet Added to Rohm & Haas Product Line

Philadelphia—Rohm & Haas Co. announced commercial availability of plexiglas acrylic plastic in a sheet size of 60 in. x 120 in. This is the third addition this year to the company's line of extra-large cast acrylic sheet, and it extends the number of sizes in the extra-large group to nine. The largest is 120 in. x 144 in., introduced along with a 96 in. x 144 in. size early last spring. In all of these sizes the acrylic plastic is offered in a range of colors

as well as in the clear transparent form.

Plastics Sales Manager D. A. Rothrock said, "There is a steadily increasing demand for Plexiglas in large sheet sizes for such applications as signs, skylights and other architectural uses. The broad range of large sheet sizes now offered reduces sign manufacturing costs by permitting more economical cutting of the plastic for sign faces of various sizes."

Univac Creates New Div. To Sell Processing Parts To All Electronics Firms

New York—Sperry Rand Corp. has formed an Industrial Component Sales Dept. to market components, assemblies or parts used by Univac Div. in its data processing equipment and other specialized products. This does not include equipment restricted for reasons of pending patentability or national security clearance, the company said.

Univac will sell its components to any company in the electronics industry from manufacturers of computers and computer peripherals to manufacturers of radar and television receiving sets, a spokesman said.

James P. Boyle, manager, Data Processing Services, will head the operation, according to Gordon Smith, vice president and director of marketing for Univac.

Spencer Chemical Buys Third Packaging Firm

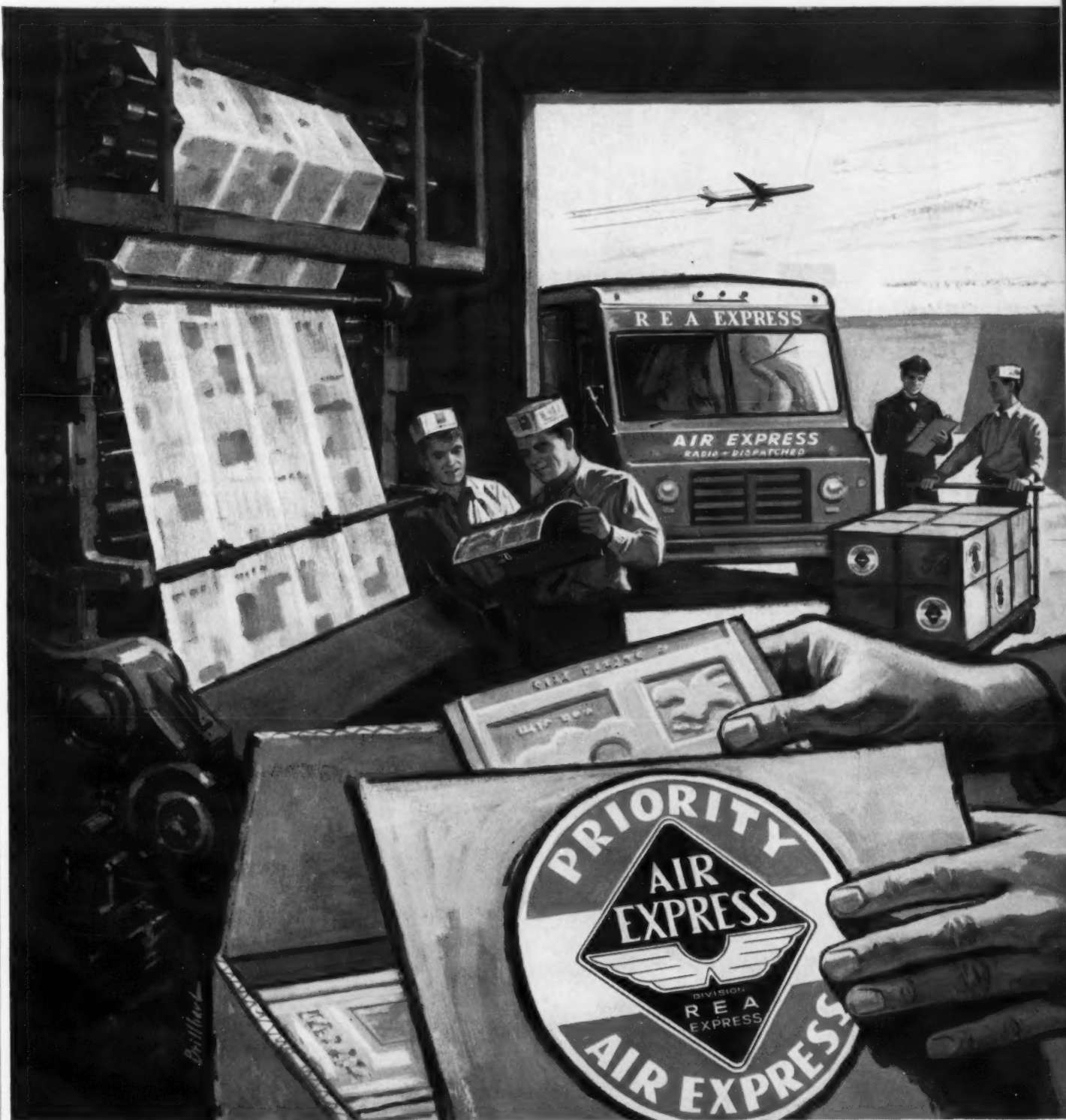
Kansas City, Mo.—Spencer Chemical Co. has acquired Wapack, Inc., a supplier of flexible packaging materials in Flushing, N. Y. The acquisition brings to three the number of companies acquired by Spencer in the flexible packaging field. Previously acquired were Crystal Tube Corp., Chicago and Flexicraft Industries, Inc., New York City.

J. C. Denton, Spencer president, said that the "firsthand experience it will gain through these three companies should be of great value in designing new plastic resins for packaging end-uses."

Evans Buys Aberdeen

Plymouth, Mich.—Evans Products Co. will acquire Aberdeen Plywood and Veneers, Inc., of Aberdeen, Wash., a large distributor with its own manufacturing facilities. The move will make Evans the third largest integrated plywood producer in the U. S.

President Edward S. Evans, Jr., said, "The amalgamation will provide additional controlled warehouse distribution outlets for plywood and related products of both companies, as well as additional controlled sources of supply for the warehouse distribution systems of both companies."



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Discusses the Importance Of Cash Discounts

Cash discounts, like anything worth having, require some effort. But a quick look at the record will show that they are worth big savings for the alert public P.A.

Discounts vary with industries and products from .5% to

10% for cash payment within 10 days of the invoice date. The usual figure is 2%. By paying cash 20 days in advance of the due date, the customer can earn 36% a year at a discount rate of 2%, since there are approximately 18 periods of 20 days in a year.

If further proof of discount value is necessary, check these savings tabulated by Albert H. Hall, executive vice-president of the National Institute of Governmental Purchasing:

• **John F. Ward**, city P.A. for Chicago, reported 1960 cash discounts of \$167,790, or 11% of the operating cost of the purchasing department.

• **Ernest J. Brewer**, Atlanta City P.A., saved \$32,807 on discounts in 1960.

• **Andrew L. Lehrbraummer**, city P.A. of Milwaukee, chalked up \$66,842 in the same year through discounts.

• **John G. Krieg**, city P.A. of Cincinnati, earned \$26,002 in cash discounts during 1960.

The main hitch for public purchasing agents is meeting the 10-

day grace period from the invoice date. Because of red tape originally designed to protect the taxpayer, the payment of bills very often is delayed beyond all reasonable time.

For instance, Charles F. Preusse, city administrator for the office of the Mayor of New York, made a study of the supply function of the Board of Education. In one case—furniture delivered to using location—he found it took 50 to 196 days to process typical bills for the board and the city comptroller.

In another study, this one by the State of Wisconsin Advisory Committee on Business Practices, the average remittance period for vouchers containing cash discounts was found to be 17 to 22 days. The task force stated in November, 1960, that "because of this failure to comply with the 10-day cash discount period, some vendors may be declining to offer discount provisions in their bids."

Out of the survey the committee made the following recommendations:

• The Dept. of Administration should undertake a study to determine how remittance procedure may be streamlined.

• When the minimum time period necessary for payment of invoices offering discounts has been determined, the Bureau of Purchase should notify vendors that it will not consider discounts offered for shorter periods when soliciting bids.

• Bid information to prospective vendors should state that cash discounts quoted will be considered in determining the lowest responsible bidder.

There are other red tape problems. Some public agencies still require vendors to fill out invoice forms in triplicate and to include notarization. This is a needless expense for both the public agency which furnishes the printed forms and the vendor who must arrange for a notary to sign and seal all invoices. Other public agencies pay once a month, after the finance committee has scanned all invoices. This too is an archaic procedure, but is still in effect in many cities and towns.

To clear up the log-jam on paying within the discount period, purchasing should be centralized, and the approval of invoices for vouchering should be the responsibility of the P.A.

Some time ago, Milwaukee established a system similar to that recommended by the Wisconsin task force above, except that it goes a step farther. Milwaukee asks in its bid forms for a discount for cash for payment "on the tenth prox. after receipt and acceptance of goods." This approach had to be taken because no payments could be authorized until the purchasing agent or buyer had properly inspected and accepted the goods for the city.

Also, the city notifies the bidder that in the bid form any discounts offered in accordance with these terms will be considered in determining the lowest responsible bidder. This provides an incentive for firms to quote cash discounts, especially those who need the funds as promptly as possible.

Merely deducting cash discounts when voluntarily offered by the vendor is not enough, however. Because many firms do not offer cash discounts on their own.

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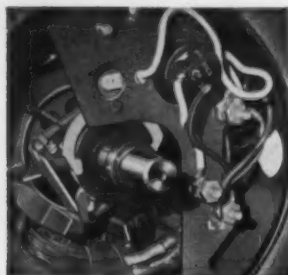
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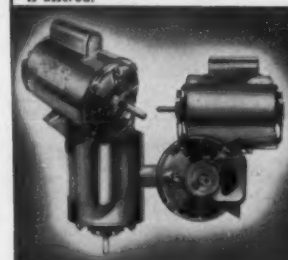
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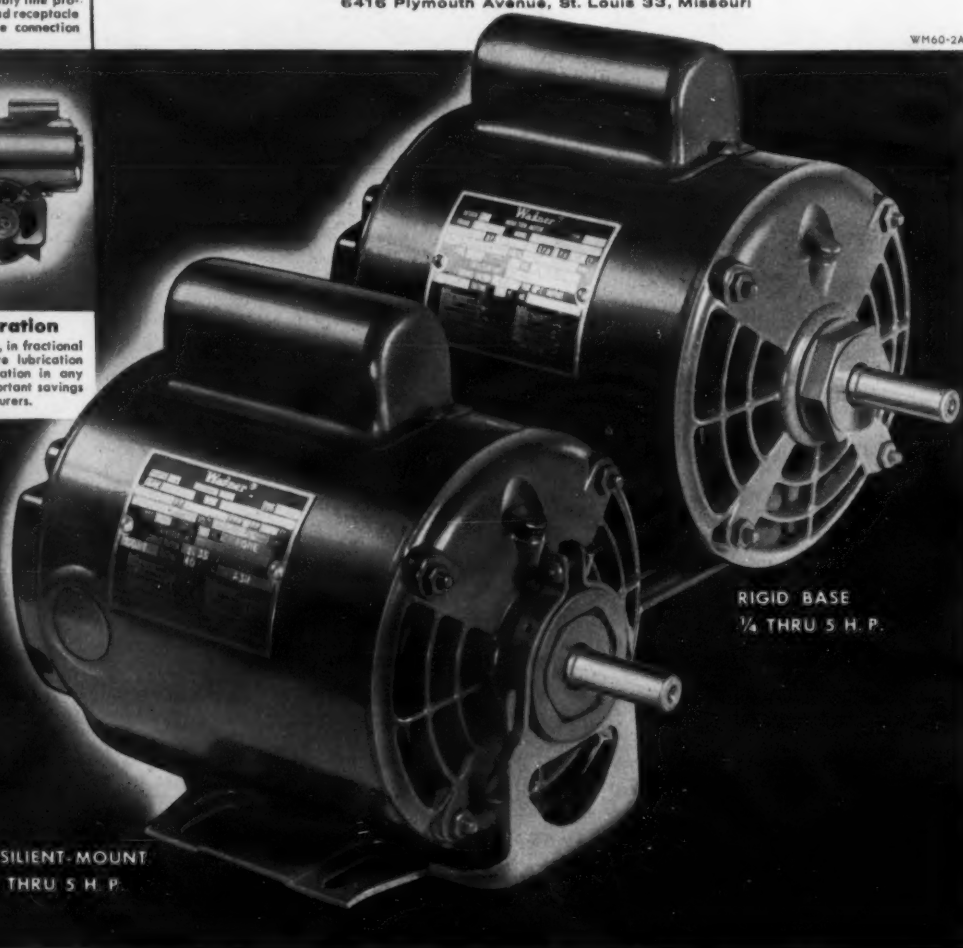
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Federated Metals Canada, Ltd.
MELROSE 7-3591
Scarborough, Ontario
Federated Metals Canada, Ltd.
PLYMOUTH 7-3246



Management Memos

Through the Looking Glass

Industrial spying and other undercover methods of keeping posted on the competition are frowned upon by most sales and marketing managers, according to a recent survey by *Industrial Marketing* magazine.

It's not only that cloak and dagger methods are unethical, the managers agreed, but also that they've become outdated in today's business climate. The fact is, the survey noted, that it's becoming increasingly difficult for businessmen to suppress news about their activities when it's in the public interest—and as a result more and more business information is slipping into the public domain via annual reports, trade publications, public statements by company executives, and the like.

An alert sales staff can be a company's best eyes and ears, according to one marketing man. Industrial distributors and suppliers and customers who are also served by one's competitors can be a mine of information. "Our sales representatives have a specific place on their reports to note any change in price structure of the competition, as well as new products or improvements," this respondent noted.

Trade shows are as good a place as any to keep tabs on what the opposition is up to, said another respondent. "Here each sales rep is trying to impress his customers, and since his customers are also my customers, or prospective customers, it takes little effort to find out exactly what others are planning. These methods are not new—everyone uses them—consciously or unconsciously."

The Ins and Outs

In the specialized vocabulary of the elegant Bohemians, things—that is to say, ideas, people, foods, clothing, autos, and entertainments—are either "in" or "out," depending on which way the winds of fashion (or snobbism) are blowing. Now, according to Mrs. Toni Schuman, of Packard Bell, the two terms are gaining currency among computer engineers, who like to pepper their conversations with such technical words as "bytes" (they're "in" if you know what they are," says Mrs. Schuman) and "real time." To aid computer engineers who are "out" but want to be "in," Mrs. Schuman has compiled the following list:

"Small consulting firms are IN. Individual consultants are very IN. Conference attendance is OUT unless you give a paper. Conferences in Europe

(especially Russia), however, are IN. Some conferences (invitation only) are almost IN. People who talk about 'hardware' are OUT. Programs that work the first time are OUT. Women programmers who don't wear lipstick are OUT. Coffee breaks are still IN, despite opposition. Librarians are IN. Real time is IN and will probably last a while. Language translation may be OUT but it's fighting. Acronyms are definitely OUT. Inventors of them are OUT forever. By writing this paper, the author is automatically OUT."

Life on the Expense Account

The public image of the salesman as a reckless spender given to riotous living on the company expense account has little basis in reality, according to a recent survey by *American Salesman* magazine. To the contrary, the survey reports, the average salesman practices a rigid self-discipline when it comes to entertainment, with the result that the customer is likely to find himself dining on rather Spartan fare most of the time.

Take business lunches, for example. Some 66% of the salesmen queried by the survey claimed they spend an average of \$5 or less; only 10% said they averaged more than \$9. Other statistics turned up by the survey:

- 58% of the salesman hold themselves to one hour or less when lunching with prospects.

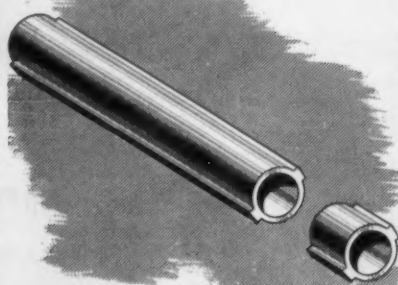
- 48% don't drink at lunch; of those who do, 98% limit themselves to one or two cocktails.

- Salesmen enjoy entertaining; 74% said they'd entertain customers even if they didn't have to. In order of popularity, here's how they do it: lunches, dinner, golf, cocktails, ball games, parties at home, theater, night clubs, fishing, bowling, hunting.

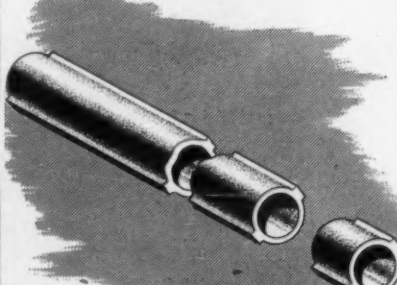
Short Pointer

A public relations firm recently sent out a press release calling attention to one of its client's new products—a small sticker that could, according to the blurb, "eliminate the need for paper clips, staples, tape, and glue." The two-page release extolling the high qualities of the new sticker was held together by a staple, the accompanying letter was fastened to the release by a paper clip, and the photo caption attached to the illustration with glue.

WHAT VALUE ANALYSIS CAN DO FOR YOU



BEFORE ANALYSIS: Lead nut for tool tap spindle was machined from a 13-in. sand cast bronze bar. Turret lathe and milling operations produced 8 nuts per bar.



AFTER ANALYSIS: Nut was made from 6 ft. bar stock cast to special shape (40 nuts per bar). Milling was eliminated, lathe operation simplified, and handling cut.

Source: Greenlee Bros. & Co., Rockford, Ill.

TECHNIQUE: Investigate specially shaped stock.

SAVINGS: Part cost cut 57% (\$4.93 to \$2.13)

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PURCHASING WEEK is published weekly by McGraw-Hill Publishing Company, Inc. Founder: James H. McGraw (1860-1948).

SUBSCRIPTION PRICE: Available only by paid subscription. Publisher reserves the right to refuse nonqualified subscriptions. Subscriptions to *Purchasing Week* solicited only from purchasing executives in industry, business, and government. Position and company connection must be indicated on subscription orders forwarded to address shown in box below. U. S. Subscription rate for individuals in the field of the publication \$6 a year; single copies 50 cents. Foreign rates on request.

EXECUTIVE, EDITORIAL, CIRCULATION, AND ADVERTISING OFFICES: McGraw-Hill Building, 330 West 42nd Street, New York 36, N. Y. Telephone: LONgacre 4-3000. Teletype: TWX N. Y. 1-1636. Cable Address: MCGRAWHILL, N. Y.

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SUBSCRIPTIONS: Send subscription correspondence and change of address to Fulfillment Manager, *Purchasing Week*, 330 West 42nd St., New York 36, N. Y. Change of address should be sent promptly, giving old as well as new address and including postal zone, number, if any. If possible enclose an address label from a recent issue of the publication. Please allow one month for change to become effective.

Purchasing Week Asks

Should preference be given to local suppliers and manufacturers?

Question asked by: W. H. Finnigan, Purchasing Agent, State of Connecticut, Hartford, Conn.



L. B. Whitehouse, Jr., vice president-purchasing, Morton Mfg. Corp. (toilet preparations), Lynchburg, Va.:

"When a local supplier or manufacturer can take care of your requirements as far as quality and service are concerned and his price is competitive, every consideration should be given to him in preference to the distant supplier and manufacturer. Advantages are too numerous to list. The convenience involved is worth a great deal and quite often deliveries can be scheduled to reduce the warehousing requirement which, of course, can amount to considerable savings."



J. A. Macchia, senior buyer, Aeroquip Corp., Jackson, Mich.:

"Yes, but not as a matter of policy. There are many advantages in dealing with local sources—transportation costs are reduced, lead times are shorter, communication is easier, and any engineering or quality problems can be handled quickly. However, I don't think one should be biased in favor of local suppliers as this limits him to the same methods of manufacture; whereas, he should be constantly seeking new ideas for cost reduction that could be offered through the varied experience of distant sources."



Nancy K. Roseberry, purchasing agent, City of Milford, Conn.:

"A municipality has a moral obligation to foster business growth within its boundaries, provided the taxpayers' money is spent with wisdom and integrity. Municipal law requires that we purchase all commodities on the basis of lowest price submitted by a responsible bidder. Preference cannot arbitrarily be given, but every opportunity to enter into competitive bidding should be afforded to local suppliers and manufacturers."



R. A. Quigley, purchasing agent, Town of Nutley, N. J.:

"It is our policy to show preference to local suppliers and manufacturers when all things prove equal—quality, price, delivery, and service. We feel it is beneficial to the municipality when purchasing can be made in the area in which the tax revenue is derived. If the suppliers and manufacturers are able to help the municipality save money in its purchasing, they benefit directly in the saving of tax dollars."



C. G. Roveran, vice president in charge of purchasing, H-B Instruments Co. (thermometers, hydrometers, etc.), Philadelphia:

"Philadelphia has long been considered 'the workshop of the world'. We can purchase the greater bulk of raw material components within a 25-mile radius. Doing business locally also makes it easier to maintain quality control. In the event inspection reveals poor workmanship or materials, representatives from local suppliers can be summoned for quick and direct action with a minimum of delay. We do not hesitate, however, to purchase from known reliable sources throughout the country."



J. J. Kramer, director of purchases, United Transformer Co., New York, N. Y.:

"Positively yes. If one needs something in a hurry they are more accessible. If there is any problem as far as the plant is concerned, you can always run over and take a look. You don't have to worry about plane reservations, train tickets, travel expense, etc. The biggest advantage, however, is that the vendor is available to discuss problems. It is a lot easier to straighten out problems when you can sit across the desk from someone and talk it over with him."

Follow-Up: Letters & Comment

Catalog Sought

Seattle, Wash.
As the buyer of drugs for the City of Seattle, I found the article in your July 17 issue regarding VA drug buying of interest ("VA to Do Drug Buying for Federal Agencies," p. 4). Is the catalog of generic terms available?

T. C. Fauntz
Buyer
City of Seattle

● Although the Veterans Administration's catalogs have never been printed for sale, occasional requests for them by other institutional buyers have been filled. We suggest you write to the VA: Veterans Administration Building, Vermont at H St., Washington 25, D. C.

Address Wanted

Cambridge, Mass.
In a recent issue in your new products section there was a news item concerning

a new development in photocopying machine products by a concern known as "Imagic, Ltd." in England (PW, July 17, '61, "Current Research and Development," p. 27).

I am very anxious to contact this concern and would appreciate receiving their address.

Robert S. Mullen
Purchasing Agent
Harvard University

● It is: 41 The Vale, London, NW 11, England.

To Our Readers

This is your column. Write on any subject you think will interest purchasing executives. While your letters should be signed, if you prefer we'll publish them anonymously.

Send your letters to: "Follow-Up," Purchasing Week, 330 West 42nd St., New York 36, N. Y.



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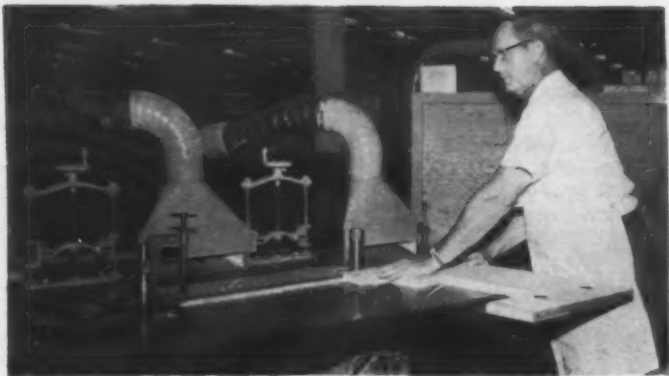
**NEWARK
TESTING
SIEVES**

Send for
our new
Bulletin F-S-61
with the
new 1961
sieve standards...

New testing sieve standards have been set by ASTM, NBS and ASA...and are in the planning stage for world-wide adoption. All of the specification data in our new bulletin, just off the press, conform to these new standards. This bulletin will be a good one to have in your file anyway, but if you are in the market now for sieves and/or sieve shaker, you can get all the information you need for ordering.

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PROPERLY DESIGNED EXHAUST HOODS (center) are close to dust producing operation to capture particles before they get into plant air thus improving workmanship. Piping runs to collection equipment.

More Industries Are Finding

Dust Control Saves Money, Improves Efficiency

New York — More and more industries are learning they can cut costs through effective dust control. No matter what a company makes, the odds are that it also makes dust.

Good dust control, according to W. C. Vedder of the Pangborn Corp., a leading manufacturer of dust collecting equipment, saves money by improving workmanship, giving better in-plant visibility, eliminating frequent paint-

ing, and prolonging the life of the operating equipment. In addition, the collected waste can often be used as a by-product or sold. Employee efficiency and morale and good neighborhood relations also are factors.

The first step in dust control is to pinpoint the size, amount and type of dust particles that must be collected. The range of particle size will govern the type of collector used, while the quan-

tity will effect the capacity of the unit. Temperature, moisture content and abrasive qualities also influence equipment selection.

Dust collection systems are made up of four components—the exhaust hood, piping system, dust collecting equipment, and the exhaust and its drive.

Here's a rundown on the four basic parts:

• **Exhaust hood.** Effective control starts with a properly designed hood to trap dust at its source. Dust producing operations should be completely enclosed if possible. If complete or partial enclosure of the process is not practical, the hood should be placed as close to the point of dust production as possible. Hoods, of course, vary to fit the process covered.

More and more manufacturers are designing enclosures and hoods as an integral part of equipment that generates dust. This assures a standard hood for each model of equipment and provides a more effective design than can be developed in the field.

• **Piping.** The diameter of piping used to connect exhaust hoods to dust collecting equipment depends on the volume of air to be removed and the velocity at which it should be withdrawn. In many localities, codes specify connection sizes and air volumes for various operations. In other cases, pipe sizes are determined by calculation and experience.

• **Dust Collector.** The most common types of collectors in general use are: settling chambers, centrifugal collectors, wet type collectors, electrical precipitators and cloth type filters.

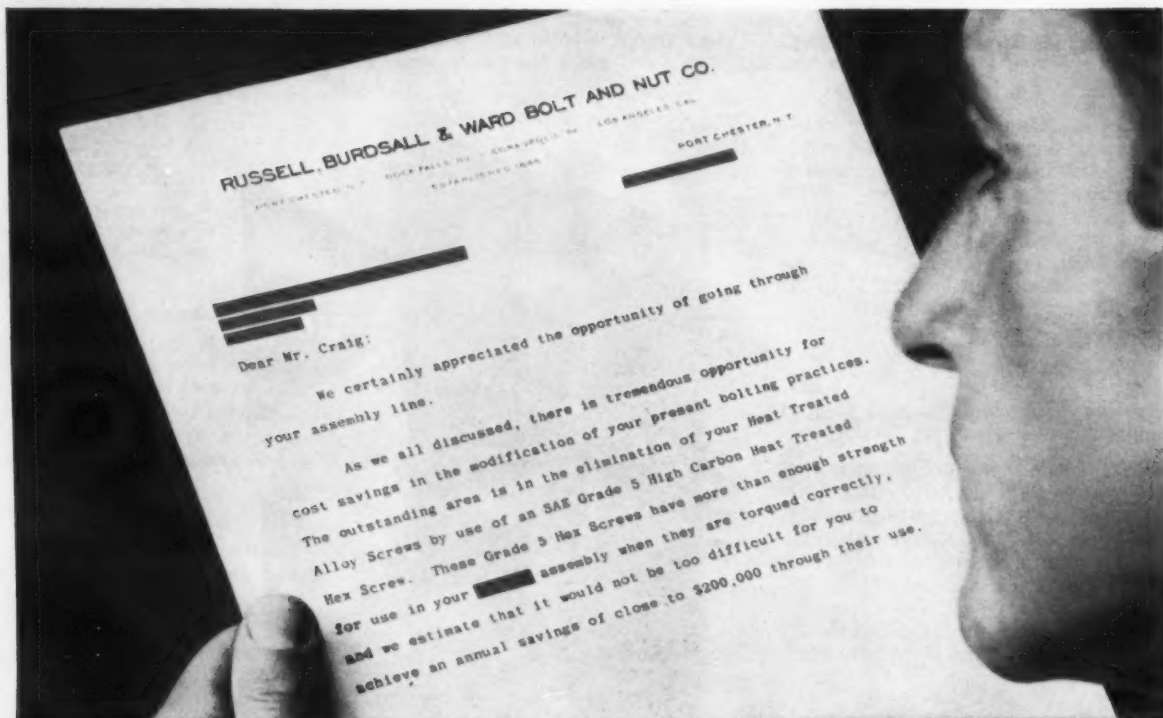
Settling chambers, baffle type collectors and low pressure centrifugal collectors are used primarily for removing coarse dust particles. This treatment is good enough for some applications while others use these units to reduce dust loading ahead of more effective dust collecting equipment.

Wet type collectors are used principally where high temperatures or high moisture content pose special problems.

Electrical precipitators use an electrical field between electrodes in the air or gas stream to remove suspended dust particles. Usually over-all recovery efficiency is high on all particle sizes, but high initial and maintenance cost has confined this equipment chiefly to higher temperature problems.

The cloth-type filter—featuring high efficiency at economical cost—is generally used for collecting finely divided dry dusts. There are two general designs: the tube or bag type and the cloth-screen type.

The tube or bag type filter fabric is formed in a series of tubes or bags, open at one end, vertically suspended in the casing with the bottom (open end) tightly sealed to thimbles in a plate. Dust-laden air enters a casing below the seal or thimble plate, passes upward, and is precipitated on the inner surfaces of the tubes or bags. The tubes are attached



Eliminates big waste of dollars

Fastener value analysis study by RB&W reaps rewards without design changes

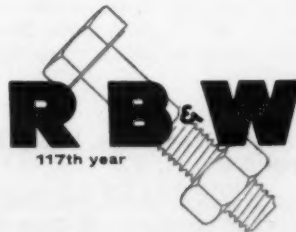
You see above an excerpt from a letter written to a large manufacturer by an RB&W technical advisor. Subsequently he submitted two detailed reports to document how savings could be achieved.

Because of the nature of the product involved, the manufacturer didn't want to make engineering changes. They preferred an alternative RB&W recommendation—substituting the proper standard screw in place of alloy screws—size for size. The cost reduction made possible: nearly \$100,000 annually!

Opportunity for savings may not be so great at your plant. But they're bound to be worthwhile.

For instance, the difference in cost between a $\frac{3}{8}$ x 1 socket-head screw and a bright hex screw is about 5¢. Not much of a saving in itself. But suppose you use 150 of these socket-head screws in just one product. The saving is \$7.50 per unit. If you produce 1000 units each year, that's savings of \$7,500. With a line of ten such products, the profits saved would conceivably be \$75,000 or more.

This is "value analysis" with a high dollar dividend. Take advantage of it by consulting with an RB&W Fastener Specialist. Russell, Burdall & Ward Bolt and Nut Company, Port Chester, N. Y.



Plants at: Port Chester, N. Y.; Coraopolis, Pa.; Rock Falls, Ill.; Los Angeles, Calif. Sales office and warehouse at: San Francisco, Calif. Additional sales offices at: Ardmore (Phila.), Pa.; Pittsburgh; Detroit; Chicago; Dallas.

to a shaking device (usually connected at the top), which periodically shakes the dust pack loose from the inner surfaces of the fabric. Dust then drops to hoppers forming a part of the collector casing.

The cloth-screen type is a refinement of the tube or bag type with filter fabric applied over a series of rectangular frames which effectively support the cloth. Fabric covers both sides and three edges of the frame with the fourth edge left open—in effect forming a flue for clean air outlet. The open ends of the screens are sealed to each other or to the collector casing to divide it into a dirty (dust) side and a clean (clean air) side. Screen frames are connected to a shaking or rapping device for dislodging the dust pack.

Cloth filter collectors are available in the popular and economical intermittent type—where the cloth is cleaned by periodic operation of the shaking device with the exhaustor shut down—and the more expensive continuous self-cleaning type designed for process applications where shutdown periods cannot be permitted.

Even the high efficiency, low-cost cloth filter collector has limitations—depending on temperature, moisture and chemical qualities of both the dust and conveying air. The limiting temperatures for the most popular natural fiber filter fabrics are approximately 175F for cotton and 225F for wool. Where higher temperatures are involved, Orlon (up to 250F) and glass (up to 550F) are used. Improved chemical resistance is also possible

through use of these new fabrics.

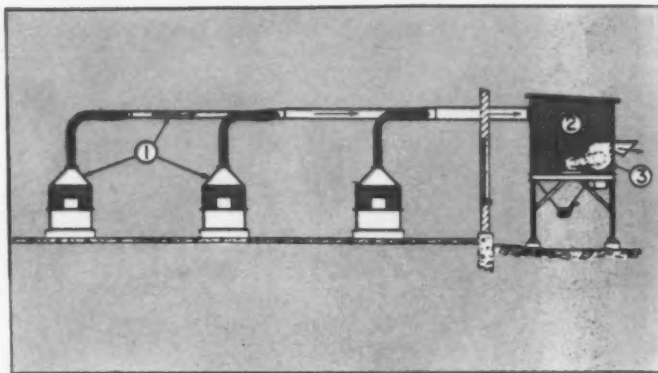
If moisture is present, the conveying air and collector temperature must be kept above the dew point to prevent condensation within the collector resulting in sludging the dust on the cloth surfaces.

The size of a cloth filter is another important consideration. It is governed by the air volume handled, nature, characteristics and amount of material to be collected, and the range of dust particle size and specific gravity. The filtration velocity used with intermittent type collectors will vary from 2 to 4 cfm passing each sq. ft. of filtering area. With con-

tinuous type collectors, the ratio or filtration velocity is frequently increased.

• **Exhauster and Drive.** The exhaustor or fan maintains air flow through the exhaust system. Exhauster size is determined by the total air volume to be handled and the total resistance of the system. This air volume is the sum of the volumes exhausted from the hoods, plus a 10% allowance for system leakages.

Exhausters are driven by motors, either directly connected or working through multiple V-belt drive. Direct-driven exhausters generally are not recommended for industrial exhaust system applications.



TYPICAL DUST COLLECTION SYSTEM consists of (1) hoods to gather dust at the source and pipes to carry it to (2) dust collecting equipment. Exhaustor or fan (3) draws the dust-laden air through the system.

ISOBRITE®

354 Zinc Plating Brightener

Gives you a mirror-bright finish like this in Rack or Barrel Operations!



Unretouched photograph illustrates Isobrite 354's ability to give a sparkling finish to deep recesses and unusual shapes as well as flat surfaces.

Why does Isobrite 354 give you the most for your money? Let's see:

VERSATILITY—Isobrite 354 works at top efficiency over the lowest to highest current density ranges, giving you an extra bright finish in either rack or barrel operations.

ECONOMY—You get from 85,000 to 125,000 ampere/hours per gallon brightening life from Isobrite 354, depending on the degree of brightness you require. (And, if you're after a permanent full bright effect, use Iridite as a final finishing process.)

THROWING POWER—It's the ability to get into recesses—deep, narrow recesses—as well as giving a high luster on flat, easily accessible surfaces—that makes Isobrite 354 the right brightener for you. Flat, convex, concave surfaces—turns, twists or loops—Isobrite 354 covers any surface.

STABILITY—Isobrite 354 has exceptional high temperature stability... and it bounces right back to full effectiveness even after long, weekend shutdowns.

Call your Allied Field Engineer for complete information on Isobrite 354 or other Isobrite brighteners for zinc, cadmium

and copper. He's listed in the Yellow Pages under "Plating Supplies". Or, write direct for technical data. On the West Coast, write or call the L. H. Butcher Co., licensee.

New Isobrite Pak with Flex-Spout gives pouring, storing and handling ease



Unscrew the cap and pop out the spout for non-drip pouring and accurate measuring. Pop the spout back in for safe, convenient handling. Spout, polyethylene container all packaged in a square, lightweight cardboard container to make storing and inventory easy.

FREE BOOKLET—"Practical Cyanide Zinc Plating". Gives practical information for purchasers and users of zinc plating processes. Tells how to produce quality work efficiently and economically. Direct requests to Department 2 of address below.

Ideal Cement Planning 'Modest' Price Boost; Foresees Resistance

New York—Ideal Cement Co. announced its plans to increase prices "by a modest amount" on a plant-by-plant basis.

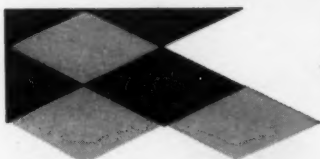
Cris Dobbins, president of Ideal, told the New York Society of Security Analysts that the company is now appraising costs at each of its plants and expects to post a new list of prices by Sept. 1. The increases would become effective next Jan. 1. The Denver-based firm, which has 17 plants, most of them located in the South and West, is the first major producer to go on record with definite plans for a price boost.

Marquette Cement Mfg. Co., Chicago, said previously that it was giving "serious consideration" to boosting prices for 1962 (see PW, Aug. 7, '61, p. 6).

Spokesmen for the cement industry agree that the need for higher prices is "compelling," due to increased labor, power and transportation costs. They concede, however, that it may be difficult to make higher prices stick in light of the industry's over-capacity and the stiff competition which it is receiving from foreign producers.

Low Chemical Tags Seen

San Francisco—F. L. Bryant, president of Hooker Chemical Co., told a press conference last week that depressed prices now "plaguing" the chemical industry will continue for some time. He described chemical markets as "extremely competitive."



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RETURN TO GALVANIZED: New hot dip line at East Chicago, Ind., works marks first production of galvanized by Youngstown Sheet & Tube in 20 years.



72-IN. LINE: Armco also expanded galvanized production with new line at Middletown, Ohio, Works. Six-ft. width is expected to cut automotive costs.

Galvanized Sheet Production Boosted As Youngstown, Armco Open Lines

East Chicago, Ind.—As the result of increased demand for galvanized sheet, particularly in the auto industry, Youngstown Sheet & Tube Co. got back into the galvanizing business last week and Armco Steel Corp. opened a new 72-in. continuous zinc-coating line.

Stainless capacity got a boost as Crucible Steel Co. of America put into operation a 48-in. bright annealing line.

Youngstown's hot dip galva-

nizing line is part of a \$50-million expansion of its Indiana Harbor works in East Chicago, and returns the steelmaker to galvanized production after a hiatus of some 20 years. The line can turn out zinc-coated strip at 400-ft. per minute at thicknesses ranging from 10 to 30 gage. Coil widths range from 20 to 60 in. Sheets can be cut in lengths from 4 to 22 ft.

Youngstown will call its galvanized sheet "Tufkote."

Armco's new continuous zinc-coating line, capable of turning out 72-in. sheet, is also aimed at expanding galvanized markets.

"The automotive industry, for one, is currently extending its use of zinc-coated steel," said Clyde G. Davies, Armco Div. vice president and general manager. "With our 72-in. wide material, we expect to see further increased use of zinc-coated steel in many markets."

For example, Armco expects the 72-in. to find wide use in the wrap-around design cabinets of appliances and vending machines.

The new facility, located at Middletown, Ohio, is the latest of Armco's seven continuous zinc-coating lines located at Middletown, Butler, Pa., and Ashland, Ky.

Crucible's 48-in. wide bright annealing line was installed at its Midland, Pa. works. Crucible also is emphasizing the benefits of its new stainless width to the automotive market, where annealing is used to improve corrosion resistance of "bright work," and is pushing for other markets as well.

The company said, for example, that 48-in. panels for architectural and institutional applications are now available with a bright annealed finish. At the same time, it pointed out the value of the wider material in automotive trim where narrow trim parts can be blanked across the width strip rather than along its length, to provide "important production savings."

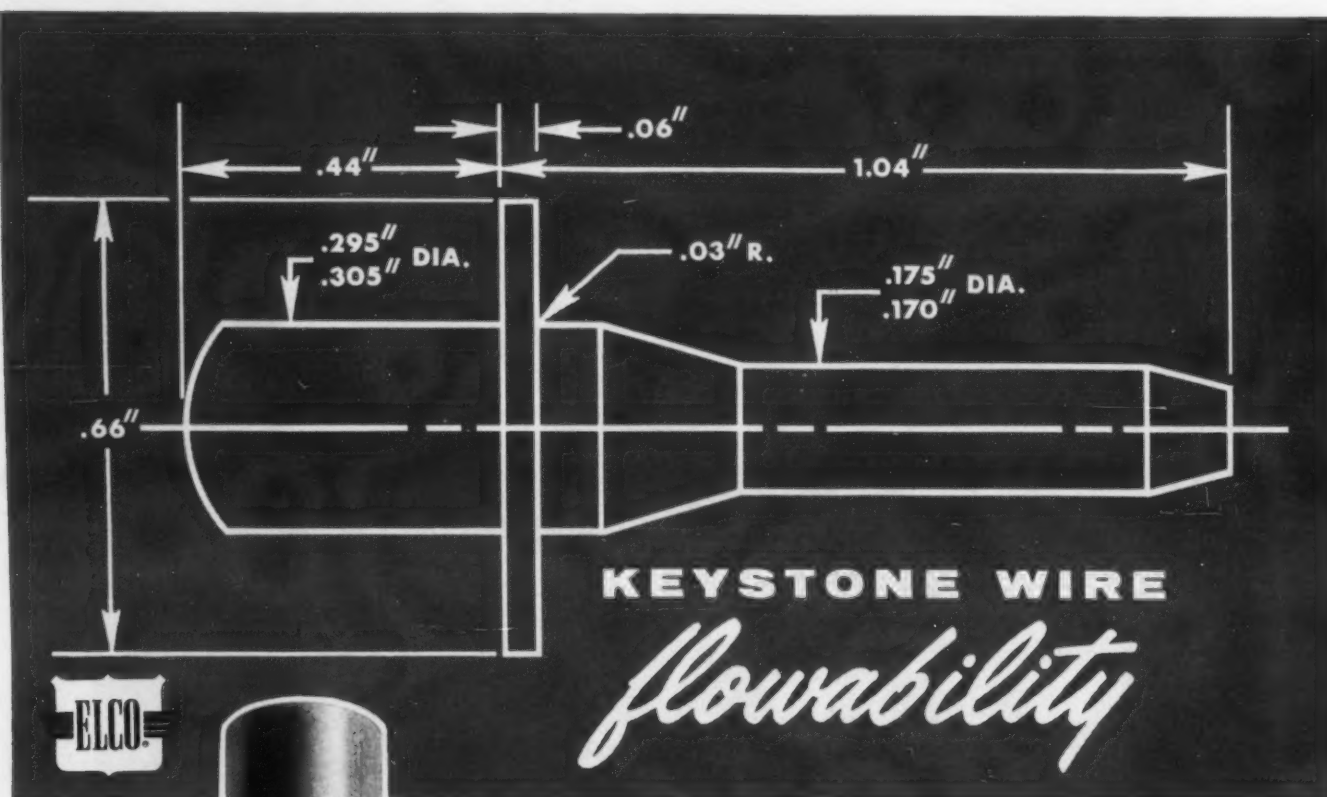
Stainless Steel Product Manager D. W. Kaufmann said Crucible is booking orders for the 48-in. bright annealed stainless in thickness from .010 to .0625-in.

Ingersoll Concludes Pact With West German Firm

Rockford, Ill.—A mutual licensing agreement has been announced by the Ingersoll Milling Machine Co. and H. A. Waldrich GmbH., of Siegen, Westfalen, Germany.

Under the terms of the agreement Ingersoll will build Waldrich heavy-duty lathes and roll grinding machines in this country, while Waldrich will build Ingersoll special machines for the European market. The two firms also will exchange technical information.

The Waldrich-Ingersoll nameplate will first be seen on a machine tool at the forthcoming Seventh European Machine Tool Exhibition, Sept. 3-12, at Brussels, Belgium, where an adjustable rail milling machine built at Rockford will be shown along with Waldrich machines and a newly developed Ingersoll automatic cutter grinder.



3 TIMES
ACTUAL
SIZE

makes possible

- 64% wire reduction
- Large thin collar
- Low-cost production

for Elco Tool and Screw Corporation

To cold head a plunger-selector lever, vital part in an automobile shift mechanism, is a four-blow operation successfully done by Elco Tool and Screw Corporation, Rockford, Illinois. Rigid specifications call for a 64% wire reduction from the original .306" diameter wire. They also designate forming a .660" diameter collar while holding a section of the plunger shaft to a 15° ± 0° 30'.

Dean Tollefsrud, Purchasing Agent for Elco, reports, "We have had excellent results from Keystone Steel & Wire Company C-1038 Special Process Wire in making this plunger." Adds Louie Zanin, Process Engineer, "Production runs and die life have been good for this difficult heading job. We have been successful in forming this part even though specifications are critical."

Keystone's Research and Metallurgical departments have developed special thermal treatments and closely controlled manufacturing procedures to insure uniform temper and structure throughout each coil. So, when your specifications call for major extrusions and severe upsetting, remember the flowability characteristics of Keystone Wire. If you desire, long continuous coils are available. We shall be glad to help you solve your wire problems. Write us for further details.

Keystone Steel & Wire Company, Peoria, Illinois



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WIRE FOR INDUSTRY
MANUFACTURED AT PEORIA, ILLINOIS, U. S. A.

Now a low-priced
cash register
with a special
keyboard for
your business



NEW

The new Smith-Corona, the only low-priced, full-featured cash register that safeguards cash, simplifies balancing, records every sale on tape—and has designation keys for sales commodities!

What's more, when you buy the new Smith-Corona, it is tailored to your business free of charge.

Additional big-machine features: time-saving paid-out key that registers all items; pilfer-proof enforced designation device; cash protector drawer lock; locked-in detail tape; and a removable adding machine unit.

All these features are economy priced at just \$229.50. See the new Smith-Corona cash register at your dealer's soon.

Manufacturer's list price. Subject to change. No federal excise tax.
Other models from \$149.50.



SMITH-CORONA
DIVISION OF SMITH-CORONA MERCHANT INC.

Industry News in Brief

Reliance Moving Division

Cleveland—Reliance Electric and Engineering Co. will move its Master Electric Div. now located at Dayton, Ohio, to two new plants.

Fractional HP and specialty motors production will be concentrated in the Madison plant. Gearmotor manufacturer will take place in Columbus, which also will be division headquarters. The company is building in Columbus, Ind., and Madison, Ind. The move to be completed by early 1962, is aimed at improving productivity and speeding service to customers.

ANCOR Production Slated

Beech Bottom, W. Va.—Wheeling Steel Corp. is going into full-scale production of ANCOR heavy-duty industrial flooring materials at its factory here. The rolled steel floor plates will be marketed throughout most of the U.S. by Wheeling's principal subsidiary, Wheeling Corrugating Co.

Linde Installs Oxygen Unit

Middletown, Ohio—Union Carbide's Linde Co. division has installed a new 140 ton/day oxygen plant at the Armco Steel Corp. mill here. The new facility boosts Armco's oxygen supply to 270 tons/day.

Air Reduction Buys Speer

New York—Air Reduction Co., Inc., and Speer Carbon Co. have signed a formal agreement covering the acquisition of Speer Carbon by Air Reduction through an exchange of stock.

Unexcelled Diversifies

New York—Unexcelled Chemical Corp. has diversified its activities by acquiring Cashin, Inc., a Rochester, N. Y., electronics company. Unexcelled makes fertilizers, soaps, and bags.

Reon Names R&K

Yonkers, N.Y.—Reon Resistor Corp. has named Rush & Key Electronics, Inc., Los Angeles, as West Coast representative for its line of molded-composition potentiometers and wire-bound resistors.

Smith-Blair Opens Plant

South San Francisco, Calif.—Smith-Blair, Inc., has opened a new plant in Texarkana, Tex., for manufacturing pipe repair clamps, saddles, flexible couplings, pipeline fabrications and other products for the water, gas and sewage industries.

Fidelity Forms Division

Newark, N. J.—Fidelity Chemical Products Corp. has established a new Electronic Chemicals Div. to handle manufacturing and marketing of the company's line of chemicals that have been specially designed for finishing and cleaning electronic components.

Shell Boosts Capacity

Torrance, Calif.—Shell Chemical Co. completed an expansion program at its Synthetic Rubber Div. plant here, raising the unit's capacity by 70%.

Borden Buys

New York—Borden Co. has acquired Columbus Coated Fabrics Corp., Columbus, Ohio, a producer of polyvinyl chloride film and nitrocellulose, polyvinyl chloride and acrylic coated fabrics. Borden said it will operate the Columbus firm as a company division.

Solar Installs Mill

Union, N. J.—Solar Steel Corp. is installing an automated

tube mill at its Shapeweld Div. plant here, which will be capable of producing over 2-million ft. of welded tubing per month.

White Expands

Cleveland—White Sewing Machine Co. has expanded operations of its Apex Reinforced Fibreglass Div. by acquiring Fibreglass Ohio, Inc. Apex makes filament-wound pressure bottles and centrifugally molded tanks for commercial and military ap-

plications, plus a diversified line of tanks, containers and material handling units for industrial uses.

Litton Buys

Beverly Hills, Calif.—Litton Industries has acquired Simon Adhesive Products Corp., Long Island City, N. Y. Simon manufactures pressure-sensitive adhesive products for punched tag equipment as well as a wide variety of adhesive coatings.

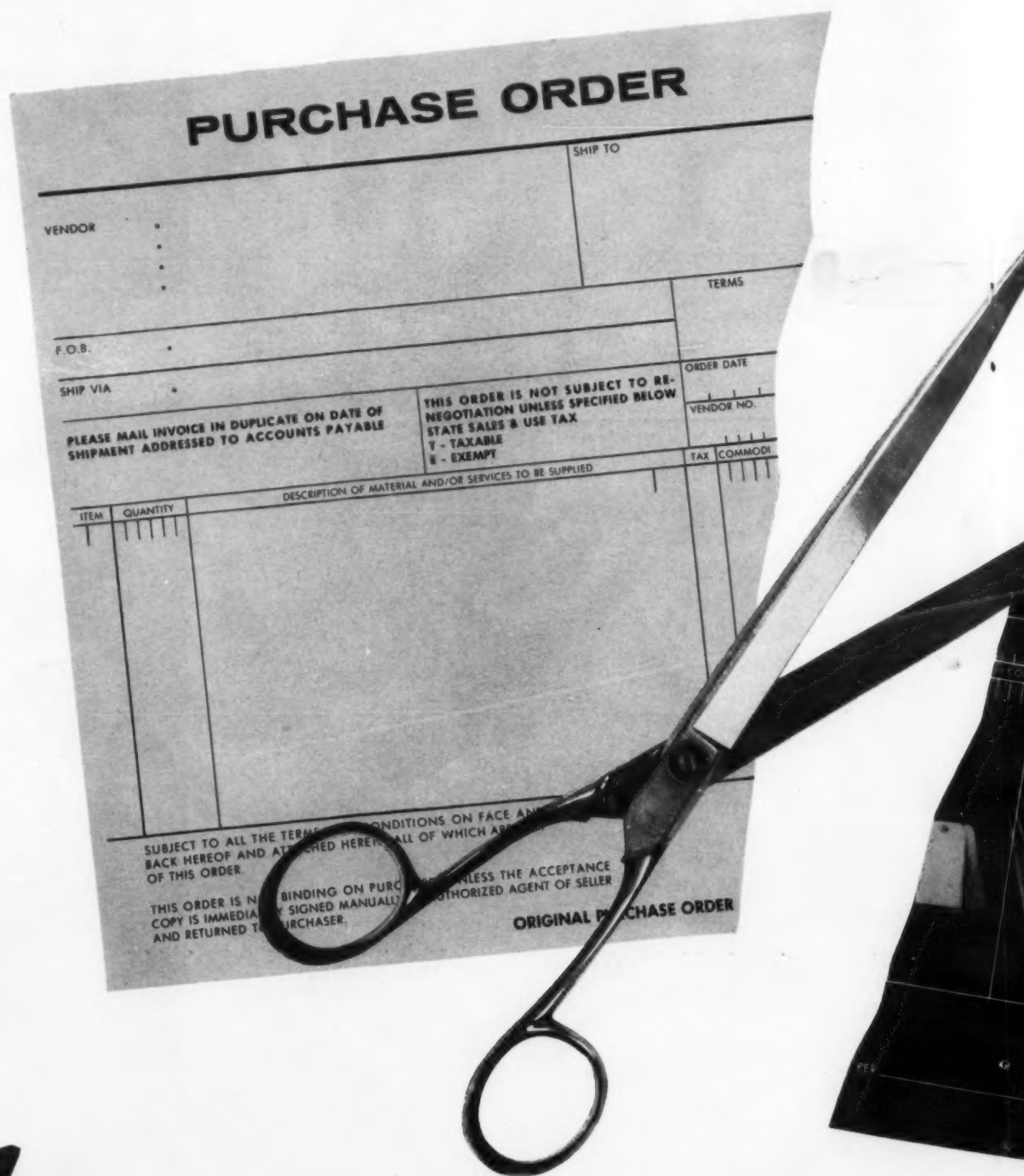
Armco Installs New Line

Houston—Armco Steel Corp.'s Sheffield Div. is installing equipment for producing heat-treated,

high-strength alloy steel plates up to 144-in. wide at its plant here. The company said the new production line, which will be the only one of its type in the Southwest, will start operation early this fall.

Wood Shifts Hq.

Philadelphia—R. D. Wood Co., manufacturer of hydraulic presses and allied equipment for the metalworking, woodworking plastics and rubber industries, has moved its general office from here to its plant in Florence, N. J. The firm also makes cast iron pipe, fire hydrants, and gate valves.



BRIDGEPORT B



PLASTIC PLANE: New Avian 2/180 gyroplane has re-inforced Hetron polyester skin. Capable of runway takeoff, two-passenger non-spinable plane can do 130-180 mph, has cruising range of 480 miles.

Pentagon to Centralize Military Buying Control

(Continued from page 1)
any two or more of the military services.

• Begin a vigorous drive to consolidate military buying of other common-use items bought in heavy volume by the military.

Creation of the Defense Supply Agency was recommended by the Office of Organization & Management Planning in McNamara's office. This is a staff of efficiency experts which has been studying ways to improve operations of the military establishment. Odds are that McNamara will approve

the proposal to set up the consolidated supply agency.

According to the recommendation now awaiting McNamara's approval, the proposed new agency would report to the Secretary of Defense. It would be supervised by a defense supply council made up of representatives from the military services.

In effect, the services themselves would no longer have any supply responsibilities for common-use items. But military contracting agencies would continue to be responsible for procurement

and supply management of the many billions of dollars worth of arms and equipment which are not considered to be of a "common-use" nature.

The proposed reorganization is likely to stir up a political fuss. For one thing, it would substantially reduce the rate of operations of the Army Quartermaster Corps and the Navy Bureau of Supplies and Accounts, two highly-regarded, tradition-encrusted military agencies which have lots of friends in Congress.

Another effect that can be anticipated: Many military suppliers take a dim view of attempts to consolidate military buying, and are likely to object to the new agency. Many contractors fear that this trend means fewer sources of supply. A consolidated buying agency would be able to buy in much larger quantities than a single military procurement agency and could decide to place larger-lot orders with contractors.

But the Defense Secretary now has the authority to set up the Defense Supply Agency under provisions of the Defense Reorganization Act of 1958. Congressional approval is not required.

How It Would Work

The new agency would take over operations of these agencies:

• **Military General Supply Agency**, operated by the Army Quartermaster Corps of Richmond, Va., in charge of 32,000 items such as hand tools, office furniture, household furniture, bins and shelving, and the like.

• **Military Construction Supply Agency**, run by the Army Engineers at Columbus, Ohio, in charge of an inventory of 190,000 types of construction equipment and building materials.

• **Military Automotive Supply Agency**, run by Army Ordnance Corps in Detroit, in charge of a 100,000-item inventory.

• **Military Industrial Supply Agency**, run by the Navy at Philadelphia, responsible for stocks of 480,000 items such as metals bars and shapes, hardware, paint, nuts and bolts, etc.

• **Military Subsistence Supply Agency**, operated by Army Quartermaster Corps in Chicago, which bought \$672-million worth of food last year.

• **Military Clothing & Textile Agency**, operated by the Army Quartermaster at Philadelphia, which purchased \$150-million worth of material last year.

• **Military Medical Supply Agency**, operated by the Navy at Brooklyn, N. Y., which purchased \$75-million worth of material last year.

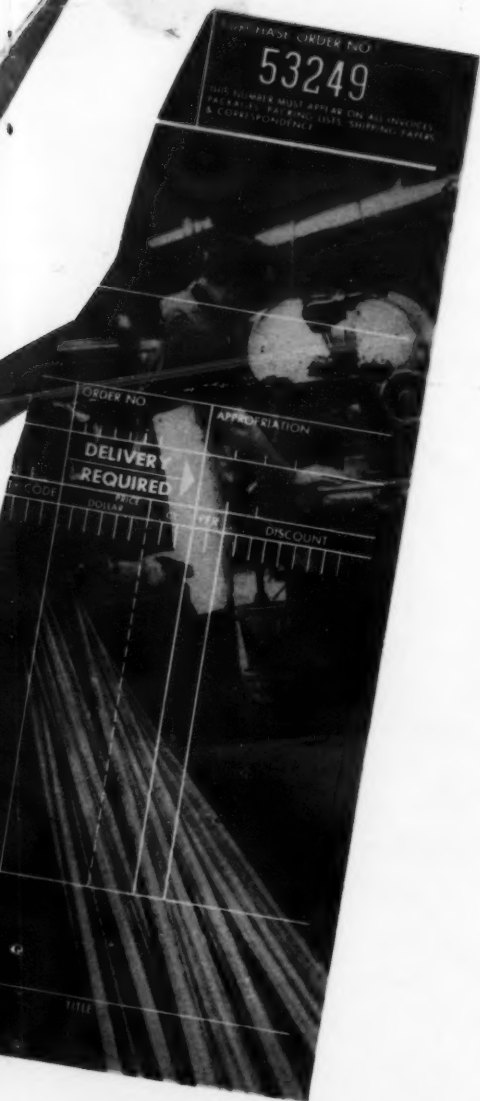
• **Military Petroleum Supply Agency**, run by the Navy in Washington, D. C., which bought over \$1-billion worth of supplies last year.

The new agency will have no effect on the Pentagon's system of "single department procurement assignments," under which one service does all the buying for other services but does not have the other key supply management functions that the single managers have.

The Air Force, for instance, now buys all common-type electron tubes for the military; the Navy, all types of ships and boats; the Army, locomotives and railcars.

What do you miss most in BRASS BUYING?

Emergencies or sudden non-routine requirements often run into frustrating delays in getting fast service. Small-lot buyers may not get help in alloy selection or dependable delivery information. Large volume purchasers often face "big company" inertia when special delivery or production service is urgent. Our unique "Direct Line" policy eliminates these problems because salesmen or deskmen can call our technical management or our mills directly, when necessary, for prompt authoritative answers. This fast-response service can work well for you. Call Bridgeport Brass Company, Bridgeport 2, Connecticut... offices in all principal cities.



THINGS TO KNOW IN BRASS VALUES

**DURONZE 707 Works Hot Like Glass
... But Cools To Strength Of Mild Steel!**

- Only moderate heat in the gas-flame range is needed to soften this unusually tough, strong and lighter bronze.
- Hot DURONZE 707 can be bent, coiled, flattened or shaped more easily than soft, ductile copper.
- Just by letting it cool, it is again as strong as many mild steels, has excellent corrosion resistance, and is easily machined.

• Send for literature.



BRASS COMPANY Bridgeport
Brass has always been a modern metal!

How Columbia Gas Gets

Columbia Gas System's policy of getting "the most transportation for the dollar" has meant a shift in emphasis from prestige cars to economy cars in the past year and a half, according to Alfred E. Townsend, director of transportation and communication.

Townsend looks at the job of buying fleet cars this way: "You can't apply the same concepts to buying fleet cars that you would use in buying your own personal car. A personal car has extra equipment and 'prestige' factors that hold little value for the company. A fleet car should be bought the same way any other production tool is picked—to do an adequate job for the least amount of money."

This policy has paid off in impressive savings, Townsend points out. In the past 18 months, 296 compacts have been put into the Columbia fleet—at a net saving of \$200 per car in original purchase price, for a total of nearly \$60,000, plus \$25,000 more in reduced gas and operating costs. And if current plans work out (800 compacts by 1963) savings in fleet operations should hit \$100,000.

Fleet Numbers 1,400 Cars

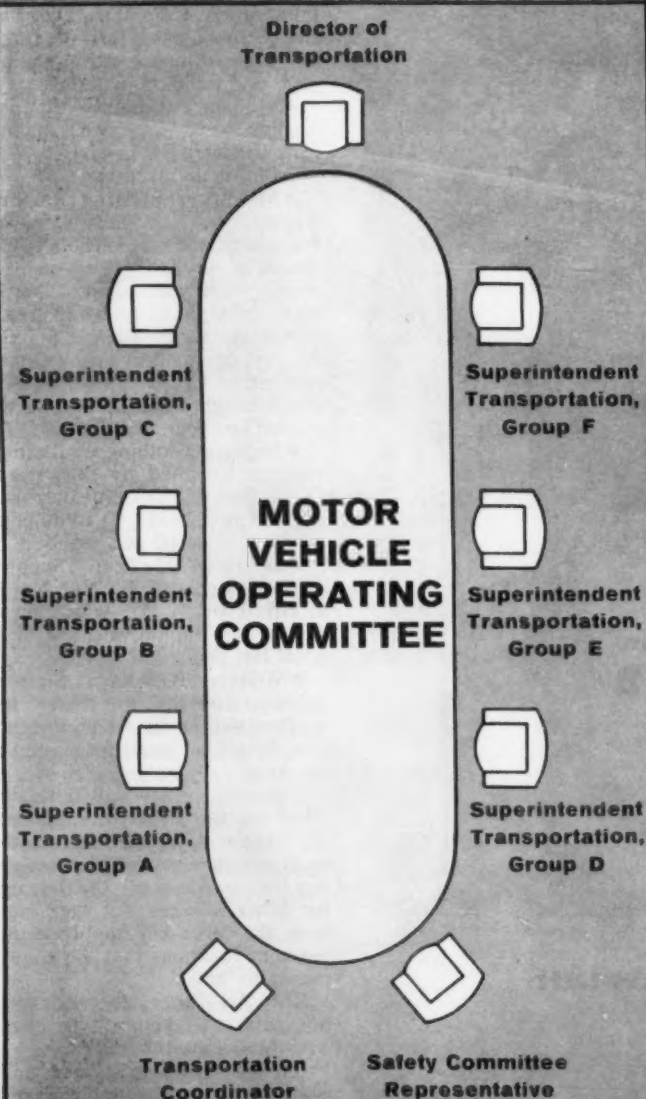
Columbia Gas needs 1,400 cars to serve its three million industrial and consumer customers spread over a seven-state area. A network of transmission and distribution lines weaves its way from Frankfort, Ky., to Nyack, N. Y.—and from Toledo, Ohio, to Houston, Tex. The company is divided into four major and two smaller operating groups.

Operating responsibility for the fleet rests with each group superintendent of transportation. Director Townsend and the coordinator of transportation (who reports to him) keep an over-all eye on operations at the staff level. The coordinator is in closest contact with day-to-day fleet operations, since Townsend's responsibilities also include supervising the company fleet of planes.

Planning for 1962 model purchases at Columbia is already underway, but much hard work remains before the first '62 enters the fleet. First step on the agenda: find out how many and what type cars will be needed during the next year. Purchasing plans are made on a yearly basis and an annual budget must be submitted to management.

"You can't buy fleet cars the same way you purchase your own auto. A personal car has extra equipment and 'prestige' factors that hold little value for the company."—Alfred E. Townsend, Columbia Gas System's director of transportation and communications.

(1) Committee meets twice a year...



(2) Evaluates all cars on 10 different points...

FACTORS COLUMBIA CONSIDERS WHEN BUYING CARS

1 Storage Space

- a. Trunk
- b. Rear seat area

2 Passenger Capacity

3 Accessibility

- a. 2-door versus 4-door
- b. Size of door opening
- c. Road clearance

4 Resale Value

- a. Of makes
- b. Of models
- c. Of optional equipment

5 Operating Cost

- a. Gas Mileage
- b. Tires-tubes
- c. Maintenance

6 Electrical System

- a. Power for 2-way radio

7 Safety

- a. Side mirror
- b. Back-up lights
- c. Windshield washers

8 Warranties

9 Engine

10 Price

The Most for Its Money in Purchasing Fleet Cars

Replacement rule of thumb at Columbia is three years or 45,000 miles—which ever comes first. Each group superintendent of transportation reviews his fleet and estimates how many cars will reach the target during the next year. Since the type of car that the driver gets depends for the most part on the work he is doing, the superintendent of transportation also must list the type of job that each car will be used for.

Urges Leasing

Technically, Columbia leases its cars from a financing company, but since this is purely a bookkeeping transaction it doesn't affect the normal purchasing routine. The transportation section still is responsible for buying new cars, selling the old ones, and supervising operations. Townsend advises fleets that have ruled out leasing because it might interfere with purchasing authority to take a closer look.

Detailed operating cost figures are compiled by the tabulating department and sent to transportation monthly. Reports show how different models, classes and vehicles are faring. Records of gas, oil, tires and tubes and maintenance are broken down. A flexible punched card arrangement allows processing the figures a variety of ways to get detailed cost figures when desired.

Final decision as to what type cars will be bought for different job levels in Columbia is made by the Motor Vehicle Operating Committee. This group meets twice a year and is made up of the superintendent of transportation from each division, the director of transportation, the transportation coordinator, and a representative from the company's safety committee.

As the box below shows, the committee reviews all new car specifications (visits to the auto makers are included), operating costs, and resale values—and then decides which cars to buy. All acceptable models are divided into one of the five classes that Columbia uses to match up jobs and cars. Some makes are ruled out completely; the so-called high price compacts, for example, were eliminated last year as not offering either the economy of the compacts or the big car advantages of the standards. The rash of new car nameplates in the 1962 lineup will probably call for some major reshuffling of the five classes.

Some models are especially favored for specific jobs. Valiants, for example, got the nod whenever cars with two-way radios were called for—because of the Chrysler alternator electrical system, which keeps the battery charged at idle. A check of operating costs and resale figures also tells the committee what accessories can be advantageously purchased. The figures, for instance, show that an automatic transmission may more than pay for itself in added resale value and because clutch repairs are eliminated.

Once his yearly budget is approved, each superintendent of transportation is responsible for buying the cars in his division as the existing models hit the replacement mark. Most cars are bought in the area where they will be used. If there is no reason to pinpoint one make car (a two-way radio might call for an alternator, for example) competitive bids are solicited for all approved makes in the class desired.

Columbia knows exactly how much each dealer must pay for the car from published data available to all purchasing men. It becomes a simple matter of subtraction to see how much the dealer has tacked on for his markup. Columbia wants to give each dealer a "fair profit" on the deal—but if any price is out of line the dealer won't get the business. When bidding is close, factors such as service and location come into play.

Low Bidder Usually Wins Business

Even though the lowest bidder usually gets the business, Townsend and his staff like to keep a close eye on the over-all make-up of the fleet. Although most of last year's compact purchases went to one maker, every auto firm had at least a 9% representation.

Transportation personnel carefully check each new car when it comes in to make sure everything is in order. As soon as the new car is delivered to the driver, the job of selling the used model takes preference. Cars are sometimes sold individually to a local dealer, but Columbia has found that competitive bidding brings better results. Columbia groups a number of used cars together and invites all dealers in the area to come in and bid.

(3) And puts all acceptable cars into one of five classes according to the work at hand.

CLASS CAR	TYPICAL MODELS	WHO DOES THE DRIVING
(1) Compact	Valiant, Falcon, Corvair	Any job classification driving 10,000 miles or more per year
(2) Standard	Ford Fairlane, Chevrolet Biscayne, Plymouth Savoy	Division superintendents and department heads
(3) Top Standard	Ford Fairlane 500, Chevrolet Belair, Plymouth Belvedere	District managers and major department heads
(4) Medium	Pontiac, Oldsmobile, Buick, Mercury, Dodge, Polara	Corporate officers
(5) Top	Cadillac, Imperial	General managers, president

'Back to Basics' Projected as Theme Of District 6 Purchasing Conference

Pittsburgh — Plans are being completed for the NAPA Dist. 6 conference here Sept. 15-16. The program is designed to provide purchasing agents with a refresher course in the fundamentals of purchasing and to serve as a basic purchasing course for their assistants.

Workshop sessions will highlight the two-day meeting which centers around the theme of "Back to Basics."

J. D. Rice, vice president-procurement, Koppers Co., will speak on "Reporting Performance," while E. F. Andrews, vice president-purchasing, Allegheny Ludlum Steel Corp., will deal with "The Purchasing Organization."

"The Buyer" and "The Buying Job" will be discussed respectively by W. G. Blessing, director of purchases, Blaw-Knox Co., and Ralph C. Moffitt, vice presi-

dent-purchases, United States Steel Corp.

A look at "Purchasing's Part in Cost Control" will be presented by J. P. O'Leary, purchasing agent, Westinghouse Electric Corp.

NAPA President Russell T. Stark, director of purchases, Burroughs Corp., will be the luncheon speaker. Also on hand will be William P. Bray, senior buyer, Firestone Tire & Rubber Co., Dist. 6 vice president.

Connecticut P.A. Group Elects Nine Directors At Meeting in Ansonia

Ansonia, Conn. — Eight directors were elected by the Connecticut Purchasing Agents Assn. for the 1961-62 term. They are: Warren E. Anderson, Bryant Electric Co.; J. Robert Burns, Parker-Hartford Corp.; Leo B. Conard, Chase Brass & Copper Co.; Fred S. Gagnier, Jr., Cuno Engineering Corp.; Francis G. Greaves, Marlin-Rockwell Corp.; D. Edward Hancock, Jr., Republic Foil, Inc.; Milton H. Hinsch, and Walter F. Rausch.

Tennessee Gas Transmission Unites Purchasing, Traffic Under One Man

Houston — Tennessee Gas Transmission Co. has combined its purchasing and transportation departments under one director in a move prompted by what the company described as the "close relationship between the functions."

The company felt that "improved coordination and control could be achieved through combining purchasing and transportation into one department, a spokesman said. But in making

the switch, TGT chose neither a purchasing man nor a traffic staff executive to take over the new command. Instead, the job went to a facts-and-figures expert, George Mayes, who had been chief accountant of Tennessee Gas Pipeline Co., a division of TGT.

Other top appointments resulting from the shift were the assignment of J. H. Clonger as purchasing coordinator and A. D. Jennings as purchasing agent.

Georgia P.A.'s Planning Industrial Products Show With Dist. 7 Conference

Atlanta, Ga. — An industrial products show is slated to be held here in conjunction with the NAPA District 7 conference, Oct. 15-17.

Sponsored by the Purchasing Agents Assn. of Georgia, the displays will feature industrial supplies, electrical equipment, and products from foundries, paper companies, and machinery and steel companies.

James T. McDonald, purchasing agent for Link-Belt Co., and general chairman of the District 7 conference, said, "The products show is the first of its kind for this area where sellers will be invited to exhibit and discuss their products with industry people who actually do the buying."

The accent is going to be on recent developments and trends in products. "The exhibits should inform buyers of what they can expect as well as what is presently available," advises George W. Ray, purchasing agent for Scientific Atlanta, Inc., and head of the Georgia Assn.'s products show committee.

'People Purchasing' Set As Dist. 9 Meeting Topic

Boston, Mass. — Over 500 purchasing people from a six-state area are expected to turn out for the Dist. 9 conference, Oct. 24-25.

The human relations aspect of purchasing — "People Purchasing" — will be explored at the two-day session. Because of the broad appeal of the conference theme, business executives other than purchasing personnel also will be welcomed.

Rudolph F. Bannow, president of Bridgeport Machines, Inc., and chairman of the board of the National Assn. of Manufacturers, will outline for P.A.'s "People and the New England Economy." The "Human Side of Banking and Money" will be presented by Lawrence H. Martin, president, National Shawmut Bank of Boston.

Stand alongside a big lift like this and your first impulse is to head for the nearest exit. But when the huge forging is moved safely and quickly, you gain a new respect for the engineers who designed the slings and the hoist rope on the crane. The wire rope used on this job was USS Tiger Brand . . . and it was made from tough Monitor Steel.

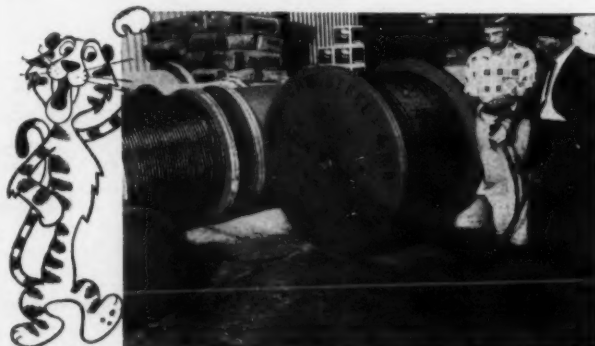
When ordering slings, you naturally think of safety—not only for your men but also for your equipment and the loads being handled. Tiger Slings have no weak links. The wire rope and fittings are matched and the connections are as strong as the rope itself. Properly designed slings save time and money. You can get them from the local USS Tiger Brand Distributor or he will order special types to suit your needs.

For more information on wire rope or slings, write American Steel and Wire, Dept. 1261, Rockefeller Building, Cleveland 13, Ohio.

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WHY TIGER BRAND IS YOUR BEST BUY.

1. It is made by a company that maintains the most complete research and manufacturing facilities in the steel industry.
2. It is designed by one of the country's most capable staffs of wire rope engineers. It is serviced by thoroughly experienced field representatives always ready with their assistance.
3. Every type of Tiger Brand Wire Rope is designed for specific applications. You get the right rope for the job.
4. It is made by one company, U. S. Steel, and every step of production, from ore to finished product, is carefully controlled and supervised to guarantee one high standard quality.
5. Tiger Brand Wire Rope is manufactured by the foremost single wire rope producer in the country.



Contact the Tiger Brand Distributor. He carries a complete line of industrial wire rope for immediate deliveries in your area.



American Steel and Wire Division of United States Steel

Columbia-Geneva Steel Division, San Francisco, Pacific Coast Distributors
Tennessee Coal & Iron Division, Fairfield, Ala., Southern Distributors
United States Steel Export Company, Distributors Abroad

USS Tiger Slings lifting a 15-ton drive shaft for the first nuclear-powered aircraft carrier. The crane hoist ropes (not shown) are also USS Tiger Brand for strength and reliability.

Lifting a 15-ton forging





NEW DUNNAGE BAGS: Square corners improve shock resistance.

Purchasing Week's

Transportation Memos

CRACK IN "PENALTY ARMOR: Pacific & Atlantic Shippers eliminated "penalty" rates for deliveries to off-line points between East and Midwest. No trend appears to be developing as yet, but other freight forwarders are keeping a sharp eye on any effect the move may have on their own traffic to off-line points on long hauls. At present, most forwarders set a rate "floor" for off-line deliveries. But Pacific & Atlantic, freight forwarding subsidiary of Pacific Intermountain Express, has extended to off-line points the 5,000-lb. weight break previously available only between terminal areas.

THE SHORT HAUL: Shippers to New England points are

eyeing consolidated shipments for short hauls as a way of getting around higher costs.

The recent 11% rate increase published by the New England Motor Freight Bureau has sparked a study by the New York Retail Traffic Assn. to determine various means of consolidating shipments to principal New England cities.

The NYRTA expects to complete its survey by the end of September. Up to now, consolidations have been chiefly on long-haul movements.

BULK SHIPPERS RELIEVED: The ICC has cancelled the Southern Railway System's proposal to reduce rates on multiple carloads of grain between Ohio and Mississippi River crossings and points in the South.

Shippers of chemicals and other bulk items are breathing easier; they had feared the lowered rate might set off a chain reaction that could have forced barge lines to discontinue or curtail their operations. TVA had warned the rates would eliminate barge service on the Tennessee River altogether.

IGNORANCE NO EXCUSE:

That's the ICC's warning to shippers who operate their own trucks if they haven't been complying with the commission's signal lighting regulations which went into effect July 1.

Here are the rules:

- Signal every turn.
- Signal for lane change.
- Signal before pulling away from curb.
- Don't flash turn signal on only one side of a parked or disabled vehicle.
- Don't use turn signals to signal others to pass.
- Don't leave turn signals on after completing turn.

WHAT'S NEW: Square corners and rectangular shape of its new rubberized fabric dunnage bags give extra shock protection, says B. F. Goodrich. Firm cites additional gripping surface and uniform pressure across the load, and demonstrated (see photo above) by using the 48-in. x 96-in. bags to cushion 800-mile shipment of 78,000 lb. of palletized clay pigments. Bag is product of Aerospace and Defense Products Div.

TRAILER LENGTHS: Pennsylvania lawmakers finally settled on a bill increasing the state's present 35-ft. trailer length to 40 ft. and permitting temporary use of 15-ft. tractors for an overall length of 55 ft. until Jan. 1, 1967. At that time, an over-all 50-ft. limit—through use of 10-ft. snub-nosed tractors—will go into effect. The bill seesawed back and forth between House and Senate before agreement was reached.

BULK BOOST: Long Beach, Calif., will begin construction of the largest bulk-loading facility on the Pacific Coast this fall. Slated to go into operation this time next year, it is expected to handle more than 2-million tons of such bulk items as iron ore, petroleum coke, potash, coal, and mill scale during its first year.

with **USS** Tiger Brand Wire Rope and Slings



This Changing Purchasing Profession

Frederick P. Young, an official of Western Electric Co., succeeds Douglass C. Coupe, who resigned as director of the New York Div. of Standards and Purchase, Albany, N. Y.

Charles R. Schultz and Harold J. Forth have been named purchasing agents, Solvay Process Div., Allied Chemical Corp., Syracuse, N. Y., assisting in the purchas-

ing activities of six of Solvay plants.

Donald C. Storch has moved up to corporate manager of purchases, and Gerald G. Hoover succeeds him as manager, Tin Plate Div., Purchases and Traffic Dept., American Can Co., New York.

J. H. Carnathan has been appointed

manager of purchasing services, responsible for the duties of corporate manager of purchasing and manager of equipment, Vulcan Material Co., Birmingham, Ala. He has been assistant to the vice president of operations and general manager of Concrete Products Div. of Consumers, Atlanta, Ga.



Donald C. Storch



J. H. Carnathan

Obituaries

Loren Glenn Bryan, 65 vice president in charge of industrial relations and traffic purchasing, Libbey-Owens Ford Glass Co., Toledo, died July 28, in Detroit Memorial Hospital.

James F. Anderson, 66, purchasing agent, Todd Shipyards Corp., New York City, died July 27 at Fordham Hospital, Bronx.

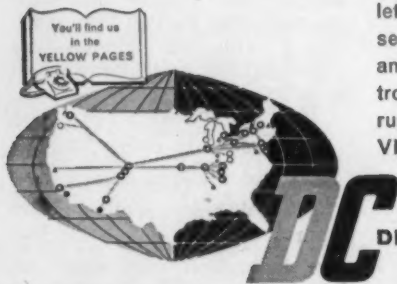
Joel W. Greenfield, 66, purchasing Agent, Royal Electric Supply Co., Philadelphia, Pa., died July 28. He was a member of the Purchasing Agents' Assn. of Philadelphia.

Clarence D. Lymburner, 64, retired purchasing agent, Dominion Gas Co., Buffalo, died July 28.

DC's
single-carrier
service
means a lot
to the
Purchasing Agent
who wears two hats!



When you want materials, parts or merchandise delivered on time and in good condition, let D-C do it! Coast-to-coast, direct, one-carrier service is exclusive with Denver Chicago. You and your company profit by one-carrier control, one-carrier handling that saves up to 20% running time. Next time, be sure. Specify "SHIP VIA D-C"... the Dependable Carrier!

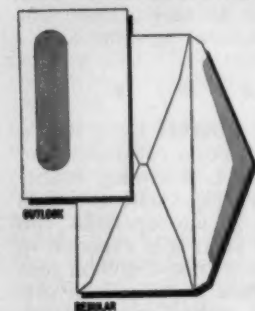


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the ONLY direct coast-to-coast carrier

New DEEP LID BOX
helps your company
communications
get...



fast,
efficient handling with
Epic Executives Regular & Outlook
the new executive style envelopes for modern business ... save money, too.



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FREE SAMPLES. Epic Executive envelopes in the new DEEP LID BOX help you to take full advantage of your automated inserting and metering equipment. Ask your printer or paper merchant for free samples of Epic Executives, or write Dept. PX-5, United States Envelope Company, 21 Cypress St., Springfield 2, Mass.



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Meetings You May Want to Attend

Previously Listed

SEPTEMBER

16th National Conference of The Association for Computing Machinery, Statler Hilton Hotel, San Francisco, Sept. 5-8.

2nd Annual Cargo Handling Exposition—Pier 9, New York City, Sept. 6-8.

1961 New Product Exhibit and Conference—Los Angeles Chamber of Commerce, Ambassador Hotel, Los Angeles, Sept. 7-8.

Industrial Distribution Conference—Statler Hilton Hotel, Cleveland, Sept. 11-12.

16th Annual Industrial Automation Conference and Exhibit—Los Angeles, Sept. 11-15.

International Industrial Conference—San Francisco, Sept. 11-15.

Southeastern Show—Plant Maintenance and Engineering, War Memorial Coliseum, Greensboro, N. C., Sept. 12-14.

Miami Valley Industrial Show—Purchasing Agents Assn. of Dayton, Montgomery County Fairgrounds, Dayton, Ohio, Sept. 14-16.

NAPA, District 6—Purchasing Conference, Sheraton-Pittsburgh Hotel, Pittsburgh, Sept. 15-16.

Standards Engineers Society—10th Annual Meeting, Hotel Sherman, Chicago, Sept. 18-20.

Joint Industrial Electronics Symposium—Bradford Hotel, Boston, Sept. 20-21.

National Industrial Conference Board—9th Annual Marketing Conference, Waldorf Astoria Hotel, New York City, Sept. 20-22.

OCTOBER

NAPA, District 1—14th Pacific Inter-mountain Purchasing Agents Conference, Westward Ho Hotel, Phoenix, Sept. 29-30.

NAPA, District 2—15th Annual Southwest Purchasing Conference, Statler Hilton Hotel, Dallas, Oct. 5-6.

First Annual Western Building Industries Exposition—Great Western Exhibit Center, Los Angeles, Oct. 7-10.

National Institute of Governmental Purchasing (NIPG)—16th Annual Conference and Product Exhibit, Hotel Commodore, New York City, Oct. 8-11.

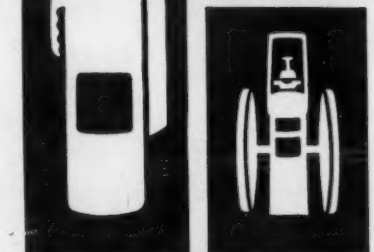
12th National Conference on Standards—American Standards Assn., Houston, Tex., Oct. 10-12.

NAPA, District 4—Purchasing Conference, Pick Fort Shelby Hotel, Detroit, Oct. 12-13.

Trade Fair—State of North Carolina, Charlotte Coliseum-Merchandise Mart, Charlotte, Oct. 12-21.

5th Annual Procurement Conference—University of Dayton, Oct. 13-14.

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Industry News in Brief

ICI Unveils New Rubber

London — Imperial Chemical Industries, Ltd., has introduced a polyurethane raw rubber designed for processing on conventional rubber machinery.

Called "Daltoflex One," it is said to offer high-level physical properties and good solvent resistance. Suggested product applications include oil seals, solid factory truck tires, diaphragms, and shoe soles and heels.

4-Way System Has Yelper

Blue Island, Ill. — A four-way communications unit for official cars is available from Federal Sign & Signal Corp. It combines



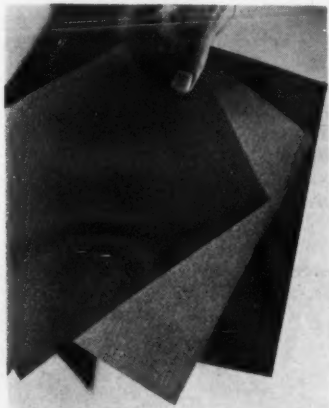
a siren, mobile public address system, radio amplifier, and a high-pitched "yelper."

Transistorized amplifier and control panel are housed in a single case about 6 in. square by 3 in. high for horizontal mounting under the dash or on the cowl. The unit provides plug-in connectors for microphone, radio, and speaker. Unit cost, for use with radio microphone, is \$250.

Decorlon Bonds Easily

Lancaster, Pa. — Armstrong Cork Co. has developed a "high quality" vinyl, called Decorlon, for application over metal, wood, fiberglass-reinforced polyester, and other subsurfaces.

The material is flexible, easily



bonded with a variety of adhesives, durable, and resistant to fading and most stains. The Decorlon is said to have excellent dimensional stability and is resistant to mold and mildew; the backing is a moisture resistant felt of inorganic fibers.

Three standard textures are suede, knobby, and striated, available in 20 colors and in .030- and .040-in. gages. The surfacing material comes in lengths up to 105 lineal ft., 54 in. wide.

Headlamps Are Heavy-Duty

Bloomfield, N. J. — A new line of Westinghouse automotive bulbs and headlamps can withstand 10 times as much shock and vibration as ordinary lamps, according to the company.

The heavy-duty headlamps use a filament wire which extends service life and is expected to offer significant savings for truck fleet operations in maintenance and down time. Three types of sealed beam headlamps and nine kinds of miniature bulbs are now

available for vehicles ranging from passenger cars to off-the-road equipment.

AVC Yarn 15% Stronger

Philadelphia — American Viscose Corp. has developed a Tyrex rayon tire yarn claimed to be 15% stronger than those currently available.

Company President Gerald S. Tompkins said the new yarn is timed to the introduction of two-ply tires. In a standard 1650 two-ply cord the rayon's tensile strength is over 40 lb. The Tyrex

rayon cord will be available in all deniers for use in passenger and heavy-duty tires.

TRW Expands Line

Michigan City, Ind. — Thompson Ramo Wooldridge, Inc., will have first units of a "point-to-point" numerical control system for machine tools ready before the end of this year.

Addition of the all-transistorized system fills out the numerical control offerings of the company which has produced contouring control systems for several years. The new equipment can be programmed to 0.0001 in. and has full control of acceleration and deceleration of the machine tool.

Computer Aids Developed

New York — International Business Machines and Minneapolis-Honeywell recently announced aids to add to the versatility of their computer systems.

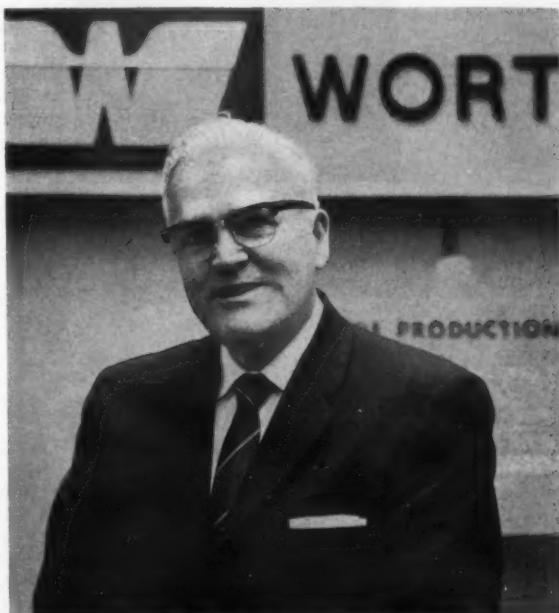
IBM's new FARGO system compiles 1401 programs in less than 30 sec. for automatic preparation of business reports. It is designed for 1401 card systems to enable the computer to develop report producing programs in its own language. Users can specify reports in job-oriented terms used with punched card equipment without the need for detailed computer codes.

"All our purchasing offices use the Yellow Pages to locate local supplies and services."

says David S. Gibson, Vice-President-Purchases, Worthington Corp., Harrison, N. J.



America's buying guide for over 60 years!



"Our buyers refer to the Yellow Pages to locate new suppliers that move to their area."



"Recently, when we wanted to buy a new company car, we contacted local auto agencies through the Yellow Pages."



"The Yellow Pages has helped us locate many unusual items, too, like special cameras, and even oxygen for our dispensary."



"We've also used the Yellow Pages to find machinery dealers who might want to purchase used machine tools and equipment."

Product Perspective

ALUMINUM USE IN TRANSPORTATION will increase 78% by 1965, according to forecasts just released by a major aluminum producer. If this prediction holds true, it will mean a yearly consumption of 856,000 tons—up 376,000 tons from last year's figure.

All markets in the transportation field are expected to improve with the exception of aircraft. The switch to missiles and diversification into other product lines will mean an over-all reduction in aluminum. Transportation was the second biggest aluminum user last year—right behind construction—taking close to 25% of the light metal consumed.

• Here's a rundown on individual markets:

AUTOMOBILES are scheduled for the biggest rise by 1965. Based upon a 7.5-million car year, use of 1-billion lb. of aluminum is forecast—that's 133 lb. per car, substantially up from 63 lb. in last year's models. This forecast calls for a major switch to aluminum engines, a changeover being held up—according to industry experts—only by production problems. Once engine block die casting lines are set up more makers are expected to go the aluminum route.

Other aluminum components expected to be standard on many models by '65 include radiators, bumpers, and wheels. Bumpers have been widely tested and full-scale evaluations are under way. Pontiac, for example, will try aluminum bumpers on several thousand '62 models. Aluminum radiators have been successfully tested in Chevrolet's Corvette and should gradually move into higher volume cars. More extensive use will be made of aluminum in trim and functional components such as transmissions, housings, pistons, manifolds, valve bodies, pump housings, and hinges.

TRUCKS should take an average of 100 lb. (not including trailers) of aluminum by '65. Truckers who face weight restrictions are finding the light metal increases payloads. Aluminum components will include diesel engine blocks, wheels, bumpers, and tilt-type cabs. Use in trim will increase in buses and van-ette type delivery trucks.

More than 25,000 of the 35,000 trailer vans manufactured in 1960 were aluminum, and this trend is expected to continue. Half of the low-pressure tank trailers made in '60 (3,400 units were built) used the light metal.

MILITARY VEHICLES are taking more and more aluminum. Light weight and maintenance savings have led to a dozen uses already in the construction or planning stages. These include: amphibious personnel carriers, command and reconnaissance vehicles, self-propelled howitzer, cargo carrier, ¼ ton truck and medium tank.

MARINE applications are on the increase. In addition to pleasure boat business, aluminum superstructures for ships are becoming more commonplace. The first aluminum barges are now under construction.

CONTAINERIZATION remains the biggest unknown in the aluminum picture. Industry experts believe that aluminum will play a major role in container construction, but no one knows when widespread adoption of containers will start. A total of 800,000 to 1.5-million units by 1970 is forecast with a 50 million lb. aluminum market by '65 as the program gets underway.

MOBILE HOME market is already 90% aluminum. Total use here will increase as quantity and size of units being built goes up.

RAILROAD consumption is expected to increase 20% in the next five years. About 15-million lb. are expected to go into gondola and hopper cars. Although an aluminum gondola car costs 35%-40% more than one made of steel, the saving in weight allows a greater payload of heavy density products. In addition, painting is eliminated. Freight cars are forecast as a 25-million lb. market. About 60% of the light metal will be used in damage-preventing equipment such as loader beams and bulkheads, with the rest going into doors, roofs, and inner-liners.

Where 78% Increase in Aluminum Will Come From

Market	1960	1965	Amount of change	Per Cent of change
Automobiles	450	1000	+550	+122.2
Aircraft, Missiles	210	150	-60	-28.6
Trucks	60	100	+40	+66.7
Truck Trailers	75	100	+25	+33.3
Mobile Homes	40	50	+10	+25.0
Pleasure Craft, Motors	30	37	+07	+23.3
Marine	25	40	+15	+60.0
Small Motors, Others	25	45	+20	+80.0
Ordnance	20	100	+80	+400.0
Railroad	20	40	+20	+100.0
Containers	5	50	+45	+900.0
Total (million of lb.)	960	1712	+752	+78.3

* Overall percentage

Here's your weekly guide to...



Carbon Paper

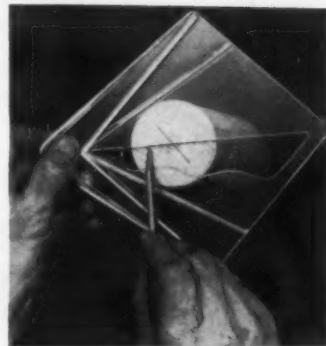
Permits Complete Eradication

Carbon paper and carbon paper ribbon permit complete eradication of typed images when used with manufacturer's liquid formula. The paper is good for one to six copies and corrections are clean and smudge-free.

Price: \$5/100-sheet box 8½" x 11½" papers; \$1.20/4-in. dia. ribbon; 50¢ (liquid deleter). Delivery: approx. 2 wk.

Aetna Products Co., P. O. Box 438, Hicksville, N. Y. (PW, 8/21/61)

SIC #3955



Template

Locates Centers

Plastic template permits rapid pinpointing of the centers of various shapes. It has an 8-in. line capacity for squares, rounds, and octagons; 5¾ in. for hexagons. Applications include locating the centers of tubes and other parts for machining, engraving, and similar work.

Price: \$1.95. Delivery: immediate.

Athens Fabricating Co., 282 South View Dr., Athens, Ga. (PW, 8/21/61)

SIC #3811



Solvent

Does Many Cleaning Jobs

Solvent (Barcothene Nu), packaged in 8-oz. aerosol can, fits many cleaning jobs. It degreases metal prior to soldering, cleans type and platen on typewriters, removes grease and dirt from metal parts, and cleans plastic molds or printed electronic circuits. It also removes surface spots from fabrics.

Price: \$1.39. Delivery: immediate.

W. H. Barber Chemical Co., 3650 S. Homan Ave., Chicago 32, Ill. (PW, 8/21/61)

SIC #2842



Vacuum Cleaner

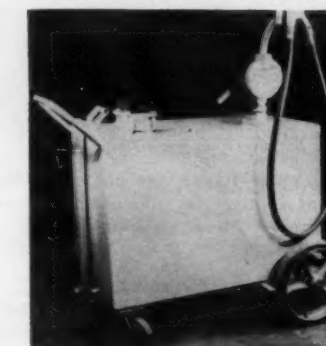
Has Shoulder Strap

Vacuum cleaner for industrial use is a portable unit with a shoulder strap for easy use. In addition to general maintenance work, the machine may be used to keep delicate equipment dust-free and to recover precious materials which might otherwise be scrapped.

Price: \$24.95. Delivery: immediate.

Troy Industries, Inc., 135 Marblehead Rd., Tuckahoe, N. Y. (PW, 8/21/61)

SIC #3584



Mobile Unit

Dispenses Flammable Liquids

Mobile dispenser for flammable liquids holds 60-gal. and cuts time and labor needed to refill containers at job sites. The transfer pump is fitted with a 6-ft. hose with sealed-in static grounding wire and pumps 5 gpm. Rear wheels are swiveled, permitting close maneuvering. A hand brake gives positive braking action.

Price: \$247.50. Delivery: 30 days.

Protectoseal Co., 1920 S. Western Ave., Chicago, Ill. (PW, 8/21/61) SIC #3437

New Products

Price data that accompany each product description are list or approximated prices supplied by manufacturers. Unless otherwise noted, prices quoted are for the smallest quantity that can be ordered.



Photocopy Papers

Give Deep-Black Images

Photocopy papers for diffusion transfer machines gives deep-black images on white paper. They come in 8½- x 11-in. and 8½- x 14-in. sizes, boxed in 100- and 500-sheet packages. They offer dimensional and chemical stability and faster processing.

Price: \$3.75/100 positive sheets and \$4.75/100 negative sheets (8½ in. x 11 in.). **Delivery:** immediate.

Photek, Inc., P. O. Box 1553, Providence, R. I. (PW, 8/21/61) SIC #3861



File Cabinet

Has Tilting Front

File cabinet with tilting front lets drawer contents angle about 6-in. forward to permit easier reference to selected folder. Units available include two to five-drawer cabinets in letter, legal, ledger, and invoice sizes. All cabinets are 28 in. deep.

Price: \$80.75 to \$189. **Delivery:** 1 to 4 wk.

Northwest Metal Products Co., 1337 E. Mason St., Green Bay, Wis. (PW, 8/21/61) SIC #2522



Air Drill

Weights Under 3 Lb.

Air drill comes in models with from 500- to 1,600-rpm. and drilling capacities up to 5/16 in. The tools weigh from 1½ lb. to 2½ lb. and drill a range of materials such as steel, cast iron, and plastic. Straight models have lever or pushbutton throttles and offset grip tools have trigger throttles.

Price: \$105 to \$140. **Delivery:** 4 wk.

Thomas C. Wilson, Inc., 22-11 44th Ave., Long Island City 1, N. Y. (PW, 8/21/61) SIC #3548



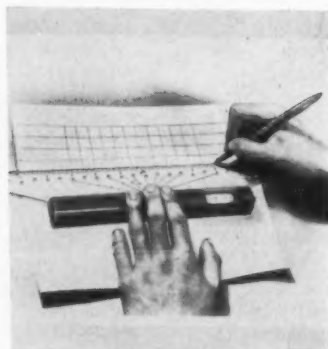
Dispenser

Applies Pressure-Sensitive Tape

Dispenser allows single-handed operation to roll out and cut pressure-sensitive tape to length. Tilting and twisting the dispenser cuts the tape without waste, wrinkling, or curling. The device holds any ½-in. wide cellophane, masking, or vinyl tape on a 1-in. core. It is made of plastic and comes in any of six colors.

Price: 98¢. **Delivery:** immediate.

Velvet Touch Corp., Bellingham, Wash. (PW, 8/21/61) SIC #3079



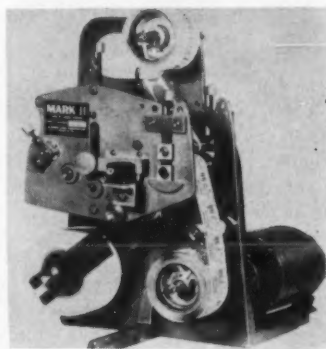
Drafting Tool

Speeds Work

Combination triangle, T-square, and ruler speeds drawing of vertical, horizontal, and angular lines in parallel. A built-in roller permits smooth, easy movement of the tool up and down while an index window automatically indicates the distances between lines as close as 1/16 in. Circles and arcs can be scribed up to a diameter of 22 in.

Price: \$3.95. **Delivery:** immediate.

Rol-Ruler Co., P. O. Box 164, Riegelsville, Pa. (PW, 8/21/61) SIC #3811



Label Press

Prints at High Speeds

Press automatically prints, die-cuts, removes waste, and rewinds up to 150,000 pressure-sensitive labels per hr. Flexographic plates reproduce any copy and halftones on labels or tapes of foil, mylar, cotton, vinyl, etc. The machine takes less than 2 sq. ft. of table space.

Price: \$1,995. **Delivery:** immediate.

Columbia Label Corp., 4755 N. Talman Ave., Chicago 25, Ill. (PW, 8/21/61) SIC #3555



Welding Tool

Seals Thermoplastics

One pound tool for welding thermoplastics has a plug-in element which will heat air supplied by a compressor or special radial blower. A handle switch changes the temperature range while control of the air intake makes finer temperature adjustments. The unit comes with vinyl hose.

Price: \$49.50. **Delivery:** immediate.

Weldotron Corp., 907 Frelinghuysen Ave., Newark 14, N. J. (PW, 8/21/61) SIC #3623



Skid Truck

Has Hydraulic Controls

Skid trucks with capacities of 2,400 lb. and 4,800 lb. have hydraulic lowering controls. The lower-capacity, series "L" has a 2-in. mechanical lift in one stroke and the series "H" has a 2½-in., multistroke, hydraulic lift.

Price: \$227 to \$288 (2,400 lb.) and \$361 to \$427. **Delivery:** immediate.

Stokvis Multiton Corp., 18 Secatoag Ave., Port Washington, N. Y. (PW, 8/21/61) SIC #3537



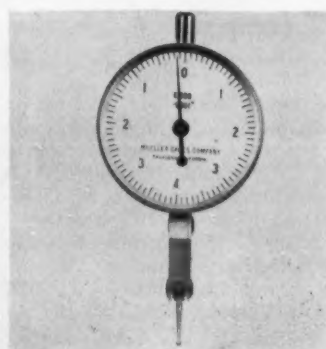
Work Gloves

Protect Forearms

Extra-long, 14½-in. gloves protect forearms as well as hands against acids and other liquids. A coating resists abrasion and snagging, and a knit cotton lining absorbs perspiration and provides insulation. The gloves have curved fingers with a nonslip grip and the work surface is seam-free for longer wear.

Price: \$16.68/12 pr. **Delivery:** immediate.

Pioneer Rubber Co., 296 Tiffin Rd., Willard, Ohio. (PW, 8/21/61) SIC #2381



Indicator Gage

Has Large Dial

Two-inch indicator gage has a large dial for easier reading. Three models come with graduations of .001 in., .0005 in., and .0001 in. and are available with carbide tips. The instrument's measuring pressure is only ½ oz.

Price: \$32.50 to \$38.50. **Delivery:** immediate.

Mueller Gages Co., 1052-58 N. Allen Ave., Pasadena, Calif. (PW, 8/21/61) SIC #3545

Your Guide to New Products



Attache Case

Is Slide Viewer

Lightweight attache case has built-in viewer for overhead projection slides. The cover gusset holds up to 40 transparencies and the 11 sq. in. viewing panel is lit by positioning a transparency which activates a micro-type switch. Compact unit is useful for presentations and retouch work.

Price: \$41.50. **Delivery:** 30 days.
Admaster Sales Corp., 425 Park Ave. S.,
New York 16, N. Y. (PW, 8/21/61)
SIC #3861



Switch Cover

Prevents Tampering

Locking device covers metal wall plates to prevent tampering with switches. A straight keying system permits unlocking of a number of switches only by a single key while a second design permits master keying.

Price: \$9.50 (straight key) and \$11.50 (master). **Delivery:** immediate.
Harvey Hubbell, Inc., State & Thomas
Sts., Bridgeport 2, Conn. (PW, 8/21/61)
SIC #3429

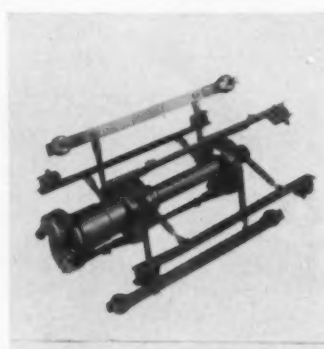


Epoxy Coating

Protects Floors

Ready-mixed epoxy coating protects floors against traffic wear, deterioration, and disintegration. It can be applied by brush, broom, or mop on concrete, wood, magnesite, cork tile, linoleum, and painted floors to form a tough, dense film.

Price: \$3.90/gal. (55-gal. drum). **Delivery:** immediate.
Hallemite Mfg. Co., 2446 W. 25th St.,
Cleveland 13, Ohio. (PW, 8/21/61)
SIC #2899



Pipe Cleaner

Removes Internal Deposits

Cleaner removes rust, paint, and foreign deposits in pipes with 6-in. to 36-in. interior diameters. An air and abrasive mixture is fed into the nozzle head and forced out two nozzles, causing the head to rotate and blast the abrasive into the pipe. Various size nozzles and adjustable carriages are available.

Price: \$311. **Delivery:** immediate.
Clemtex, Ltd., P. O. Box 15214, Houston,
Tex. (PW, 8/21/61) SIC #3569



Work Station

Exhausts Dust and Fumes

Work station for assembly of miniature parts has an internal exhaust system that picks up dust and fumes. A replaceable filter traps particles and eliminates the need for external ducts. Equipment includes a hinged, plexiglas eyeshield, twin lights, and two 110-v. outlets. Over-all unit size is 24½ in. x 18½ in. x 19 in.

Price: \$125. **Delivery:** immediate.
Craftools, Inc., 396 Broadway, New York
13, N. Y. (PW, 8/21/61) SIC #3811



Magnet

Reaches Dropped Parts

Magnet mounted on slender flexible shaft retrieves ferrous metal parts dropped in difficult-to-reach places or in intricate assemblies. The magnet is ¾-in. in diameter and strong enough to pick up small tools such as wrenches and pliers. The handle is made of plastic and over-all length is 18 in.

Price: \$2.95. **Delivery:** immediate.
Safety Vacuum Lifter Co., 321 Elm St.,
Trenton 10, N. J. (PW, 8/21/61)
SIC #3499



Cleaning Machine

Cleans "White Room" Clothes

Dry cleaning machine cleans laboratory coats, uniforms, and accessories used in "white rooms." Continuous filtration of solvents during the cleansing operation and absolute filtered air during drying keep clothes free from lint and microscopic contaminants.

Price: \$13,000-\$15,000. **Delivery:** 2 wk.
Hoffman International Corp., Dept. SS,
107 Fourth Ave., New York 3, N. Y. (PW,
8/21/61) SIC #3582



Tractor

Has 70,000-lb. Capacity

Materials handling tractor handles pipe lengths and similar items such as logs with from 6-in. dia. up to a total load capacity of 70,000 lb. It carries, stacks, and loads materials and is available also with buckets.

Price: \$29,445 to \$69,360 (basic). **Delivery:** 4 to 12 wk.
FWD Wagner, Inc., 4427 N. E. 158th
Ave., Portland 30, Ore. (PW, 8/21/61)
SIC #3437



Miniature Lamp

Has 1,000-hr. Life

Miniature lamps with light outputs of from 40 millilumens to 60 millilumens operate on 1.2 v. or 1.5 v., drawing from 5 milliamp. to 15 milliamp. Minimum life is 1,000 hr. Sizes have from .0394- to .0787-in. dia. with .1338- to .1771-in. lengths.

Price: \$1.15 to \$1.35 (depending on lamp and quantity). **Delivery:** 3 to 4 wk.
Miniature Lamp Engineering Co., 350
Broadway, New York 13, N. Y. (PW, 8/21/
61) SIC #3641

Purchasing Week Definition

Aluminum Foil Surfaces

Chemically Cleaned Surface—A foil surface that has been washed with an acid or alkaline agent. Chemical cleaning treatments are used to remove a lubricant or some foreign material.

Dry Surface—A foil surface that is sufficiently free of oily films to be suitable for a finishing treatment.

Etched Surface—A surface that has been roughened by a chemical or electro-chemical process.

Mechanically Grained Surface—A

surface that has been roughened by mechanical means to prepare it for lithographic application.

Textured Surface—Specially treated foil to produce a texture in the surface so as to make it acceptable for wrapping and forming by machine.

Washed Surface—An annealed foil surface which has been solvent washed in order to leave it free from rolling lubricants for commercial use. (PW, 8/21/61)

New Machine Tool Trade-In Plan Proving Hit

Hartford, Conn.—Pratt & Whitney reported a \$300,000 rise in machine tool sales as a result of its "all-makes" trade-in plan started in February by its new subsidiary, Machinery Trading Corp.

"We have not yet begun to tap this market," Frank Reilly, manager of MTC, told **PURCHASING WEEK**. "So far, we have accepted about 65 machines with trade-in values ranging from \$200 to \$20,000 as credit against new P&W equipment."

In addition to the trade-in program, MTC has been buying used machines, reconditioning them, and selling them on its own account.

Other machine tool makers, however, appear to be hewing to more conventional sales techniques. Most will accept their own machines in trade, but not those of other manufacturers. Those that do take other makes generally dispose of them through dealers instead of trying to overhaul and re-sell them.

Commenting on the "all-makes" trade-in plan, a spokesman for Kearney & Trecker Corp., large Milwaukee machine toolmaker, said, "It sounds like P&W has gone into the used machinery business."

Main reason industry experts say the P&W plan won't spread is that machine tool makers—caught in a cost-price squeeze—do not have sufficient margins to absorb extra expenses of rebuilding and getting rid of used machines. In addition, original equipment builders have little stomach for trying to break into a highly competitive field which already contains some 2,800 qualified used tool dealers.

Tax Savings

Big advantage of the trade-in program to the P.A. is the tax saving which he can realize for his company. For example: A capital gains tax has to be paid when a machine with no book value is sold to a used tool dealer. But the tax does not have to be paid when the same machine is traded in on the purchase of a new one.

Tax considerations also are playing an important role in the development of another sales booster—lease plans.

In a recent case involving Kearney & Trecker, the U. S. District Court in Milwaukee held that companies leasing machine tools under option-to-buy arrangements do not have to amortize the machines as a capital investment during the rental period. As a result of the decision, Kearney & Trecker won a refund of about \$500,000 from the Internal Revenue Service, which had contended that leasing contracts were in effect conditional sales.

While leasing programs of this type may be pushed to somewhat greater extent now that the fog surrounding their tax status has lifted, it is not expected that there will be any dramatic shift in emphasis.

Manufacturers generally are much more interested in making outright sales—even if they have to do the financing on their own or accept deferred payments—than they are in leasing. Industry sources say that up to now leasing has been used mainly as an attention-getter to reach the top financial officers in a corpora-

tion, with the idea that once their interest has been aroused, sales rather than leases can be arranged.

Leasing, however, may come into its own if machine tools continue to get more expensive—and, considering the increasing emphasis on high-priced numerical controls, this appears to be inevitable.

In addition, machine tool builders point out, a host of lesser design changes are in the works. The new and improved machines will offer tremendous

advantages over preceding models, but they will cost more. In the past, for instance, newly introduced models of general-purpose machine tools have been priced some 15% higher than the machines they superseded.

But the higher prices may be worth paying. Machine tool experts say the various design changes, together with new metalworking techniques such as chipless machining and explosive forming, make it likely that within five years the industry will be able to use semiskilled opera-

tors to turn out what now is considered advanced work.

Here are some of the major design trends, as outlined by McGraw-Hill's *American Machinist/Metalworking Manufacturing*:

- Controls so sophisticated that it will take far less time to orient machine operators.

- Mechanical and control components designed with service in mind, so that maintenance can be handled by on-the-spot personnel.

- More efficient methods for controlling or dissipating heat created by machine tools, which sometimes affects accuracy or alignment.

Marquette Cement Plans New Unit at Providence

Chicago — Marquette Cement Mfg. Co. is building a major cement distributing plant in Providence, R. I.

From here, the products sold by Marquette's sales subsidiary, North American Cement Corp., will be delivered in truckload lots to North American customers throughout the New England area.

The plant is expected to be in operation by Dec. 1. A similar project has been announced for construction this year at Waukegan, Ill.



DIAGNOSIS: SEVERE TELEPHOBIA

CURE: AMERICAN AIRLINES AIRfreighters & JETS

Your multi-air carrier shipping problems to more than 3,000 markets can be solved by *one call* to America's leading cargo airline. This single contact puts the nation's largest fleet of DC-7 commercial all-cargo planes at your disposal—fully pressurized, 15-ton capacity.

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*Service mark of American Airlines, Inc.

AMERICAN AIRLINES
America's Leading Cargo Airline

P/W Reports on Resale Prices

Used Equipment Sales Picking Up; Observers See Fast Pace Continuing

New York—Used machinery dealers and auctioneers report a decided pickup in sales over the last several weeks, even though summer is ordinarily slow for capital goods buying.

The feeling is that there's more money around for capital goods now than there was a few months ago. This seems evident from the fact that—after a long drought—both used and new machine tools and industrial equipment sales rose simultaneously. Used machinery sales trends usually lead those in new equipment by some six months.

Resale prices of machine tools closely parallel those in automobiles. In both cases, prices of

late models are holding up well, whereas tags for "junks" have been dropping steadily.

The good prices for post-Korean War models are bringing more and better machine tools into the resale market.

Market observers expect this trend to continue for some time on the basis of a long rise foreseen in new orders for unused machinery. Many metalworking companies—especially in the aerospace and electronics industries—have held off buying for so long that much of their present equipment used in production of complex parts and products can no longer compete economically.

From Stock **FAST** Laminated Plastic Sheets, Rods & Tubes



An Example of Synthane You-shaped Versatility

Want laminated plastics or parts in a hurry? Synthane has greatly expanded its stock of sheets, rods, and tubes. Nearly all grades and thicknesses of sheet stock, almost any size and grade of rods, and the most popular tubing diameters, wall thicknesses, and grades are available. Shipments can be made same day order is received. A large inventory of in-process materials speeds up deliveries of custom parts fabricated by Synthane. Telephone GLendale 2-2211 (Pennsylvania) or, on the West Coast, CHapman 5-1093 (Glendale, Calif.)

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Synthane Corporation, 8 River Rd., Oaks, Pa.

Gentlemen:

Please send me information regarding the facilities of Synthane for fabricating laminated plastics.

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Latest Auction Prices

JULY 13

Auction held at Develco, Gardena, Calif. Auctioneer: Milton J. Wershow, Los Angeles

Tree vertical ram universal milling machine, Model 2UVR. \$2,300.
Walker-Turner 20-in. 6-spindle multiple drillpress. \$1,500.
Burgmaster 6-spindle tapping and boring machine, Model 2B. \$3,650.
LeBlond Regal 19 x 80 cc engine lathe. \$5,250.
Warner & Swasey No. 4 ram-type turret lathe, preselector heads. \$6,250.
Weiser RD-42 chucker with threading attachment. \$4,200.

JULY 8

Auction held at Thomas P. Hearne Co., San Diego. Auctioneer: Milton J. Wershow, Los Angeles.

San Andrea Novara vertical mill. \$3,850.
Gardner-Denver WBO vertical-type twin air compressor. \$2,100.
Cincinnati 4-36 Hydromatic duplex horizontal miller. \$2,250.
Maserati S-2 plain horizontal miller. \$1,500.
Saimp vertical miller. \$2,800.
Ex-Cell-O 1212-A 4-spindle horizontal boring machine. \$2,750.
Rogers 11-36 vertical boring machine. \$1,500.
Gisholt 3-R universal saddle-type 6 1/4-in. turret lathe. \$3,300.
Voest 16 1/2 x 60-in. 8C engine lathe. \$1,300.
Kearney & Trecker No. 2 plain horizontal miller. \$2,500.

JUNE 29

Auction held at International Tool & Gauge Co., Bridgeport, Conn. Auctioneer: Industrial Plants Corp., New York.

Pratt & Whitney 11B 1591 jig borer. \$1,000.
Pratt & Whitney 2A Model M 1279 jig borer. \$900.
Van Norman 22L milling machine. \$1,650.
Van Norman No. 10 duplex milling machine. \$150.
Van Norman No. 1/2 duplex milling machine. \$150.
Four Bridgeport Model M milling machines, 1/2-hp heads. \$500 to \$600.
Brown & Sharpe No. 1 1/2 universal miller. \$275.
Brown & Sharpe 2A universal miller. \$2,250.
Kearney & Trecker 2H vertical miller. \$650.
Morris Mor-Speed 3-ft. arm, 9-in. dia. column radial drill. \$2,100.
Footburt single-spindle floor drill. \$110.
Two Leeds & Northrup VapoCarb furnaces. Both for \$1,600.
Wilder Model A Comparator. \$125.
Brown & Sharpe 2B surface grinder. \$575.
Brown & Sharpe No. 2 universal cylindrical grinder. \$1,800.
Reid No. 2 surface grinder. \$300.
Brown & Sharpe No. 2 surface grinder. \$475.
Robot 6 x 18-in. surface grinder. \$350.
Taft-Peirce No. 1 surface grinder. \$850.
Loshbaugh & Jordan No. 2 OBI press. \$250.
Wilson 37 E K R hydraulic press. \$425.
Rockford No. 8 SS press. \$100.
DoALL 16-in. Metal Master bandsaw. \$700.
Racine 6 x 6-in. hacksaw. \$130.
DoALL Model J band filing and sawing machine. \$225.
Hendey 24-in. crank shaper. \$1,400.
Potter & Johnson 16-in. universal shaper. \$100.

JUNE 14

Auction held at Cornell Dubilier Co., South Plainfield, N. J. Auctioneer: Industrial Plants Corp., New York.

Dries & Krump 12 x 1/4-in. press brake. \$7,500.
Version B58 press brake, 115-ton capacity, new 1952. \$9,250.
Cincinnati Bickford 3 ft, 9-in. column radial drill. \$400.
Four Walker-Turner bench drillpresses. \$100 to \$140.
V & O No. 5 1/2 OBI press. \$2,700.
Five V & O OBI presses. \$1,300 to \$1,700.
Robinson A4 OBI press. \$1,200.
Two V & O No. 258 OBI presses. \$450 and \$500.
Hendley 14 x 30-in. geared-head lathe. \$900.
Monarch 12 x 48-in. lathe, geared head. \$950.
Pratt & Whitney 13 x 30-in. lathe, geared head. \$300.
LeBlond Regal 13 x 20-in. lathe, taper attachment. \$400.
Two Kalamazoo metal cutting bandsaws. \$210 and \$275.
Marvel 6A hacksaw. \$600.
Warner & Swasey No. 2 ram-type turret lathe. \$450.
Pratt & Whitney hand turret lathe. \$50.
Two Warner & Swasey No. 3 turret lathes. \$600 and \$1,900.
Warner & Swasey No. 5 turret lathe. \$300.
Bardons & Oliver No. 2 turret lathe. \$450.
American 20-in. shaper. \$350.
Kearney & Trecker 2H universal milling machine. \$2,150.
Imperial (German) Rev-9 vertical milling machine. \$750.
Cincinnati No. 2 universal milling machine. \$150.
Leland-Gifford profile mill. \$125.
Kearney & Trecker No. 2 plain mill. \$2,600.

Birdsboro Forms New Machinery Div.

Birdsboro, Pa.—Birdsboro Corp. has formed a Chemical Machinery Div. to manufacture a broad range of chemical process equipment and special purpose machinery.

Products of the new division, Birdsboro's eighth, will be manufactured at the company's Reading, Pa., plant. The new products will include mixers, blenders, filters, autoclaves, ball mills, dryers and related equipment having wide application in the chemical, rubber, paint, plastics, rayon, metals, and munitions industries.

Early plans also call for marketing and improved quick-opening closure for pressure vessels, and a complete new line of extra-heavy-duty Unicentric mill-type drives for cement plants, rubber mills, and other severe service conditions.

Henry W. North, president of The H. W. North Co., Erie, Pa., has been appointed manager of the new division which will now make the complete line of North-Erie products previously produced and sold by the North organization.

Coming Auctions

AUGUST 22

Downer Lumber Co., Inc., Highway 10, 2 miles east of Livingston, Mont.
Complete planing mill and sawmill equipment, most of it new since 1953. Machine shop, kilns, glueroom and boiler room equipment, conveyor and transfer units, mill supplies. \$1-million evaluation. WRITE, WIRE, PHONE: Milton J. Wershow, 7213 Melrose, Los Angeles.

AUGUST 25

Charles Crowl Chemical Corp., 1167 McBean Drive, El Monte, Calif.
Plastic sheet manufacturing equipment: hot presses, clipping machine, lamination department, autos, trucks, office furniture, plastics material inventory. WRITE, WIRE, PHONE: Milton J. Wershow, 7213 Melrose, Los Angeles.

AUGUST 29

Treadwell Construction Co., Midland, Pa.
Machine tools, metalworking equipment, construction machinery. WRITE, WIRE, PHONE: Industrial Plants Corp., 90 W. Broadway, New York.

SEPTEMBER 7

Ray Engineering Co., Brooklyn, N. Y.
Metalworking equipment. WRITE, WIRE, PHONE: Industrial Plants Corp., 90 W. Broadway, New York.

SEPTEMBER 8

Egbert Machine Co., Binghamton, N. Y.
Machine tools and metalworking equipment. WRITE, WIRE, PHONE: Industrial Plants Corp., 90 W. Broadway, New York.

SEPTEMBER 14

Doak Aircraft Co., 22309 S. Western Ave., Torrance, Calif.
Aircraft production equipment. \$623,345 evaluation. WRITE, WIRE, PHONE: Milton J. Wershow, 7213 Melrose, Los Angeles.

SEPTEMBER 15

DesChutes Junction, Oregon
100,000 board foot sawmill and planing mill. WRITE, WIRE, PHONE: Milton J. Wershow, 7213 Melrose, Los Angeles.

September 21

Freihofer Mfg. Co., Philadelphia
Complete modern bakery and equipment. WRITE, WIRE, PHONE: Industrial Plants Corp., 90 W. Broadway, New York.

SEPTEMBER 26

Magic Chef, Inc., Franklin, Tenn.
Machine tools and metalworking equipment. WRITE, WIRE, PHONE: Industrial Plants Corp., 90 W. Broadway, New York.

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you'll pack it — call **GAYLORD**

A good time to save money on corrugated containers is at the product design stage. Get your design people and your nearby Gaylord Man together, to see whether minor modifications now can lead to major savings in packaging costs.

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What new product ideas are in your design department now? Is today the day to alert your Gaylord Man?



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GAYLORD CONTAINER DIVISION



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PLANTS COAST TO COAST



There's more to the buy than meets the eye

How do I know? We had a finish problem in reaming cast steel. Best finish we were getting was 150-175 micro-inch. We needed 60 or better. A W&B Service Engineer came in with one of their 1-1/16" Chucking Reamers. He checked feeds and speeds—finally came up with .011 per revolution and 60 SFM. He recommended a secondary grind on the chamfer to assure clearance, then added a second chamfer of 67%. We were able to get and maintain a reamed finish of 40-50 micro-inches. At the end of the day, the operator was

getting all good parts and saving substantial time per piece. In a case like ours, W&B's technical help, service and consistent reamer quality really convinced me that initial price is merely one factor. Find out for yourself . . . test W&B tools in *your* plant under *your* conditions. Call them in direct or through your industrial distributor. Do it today. See if you can't get better results.



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Vendors Lure Loyalty With Quantity Discounts

(Continued from page 1)
exact cost accounting standards) in favor of the old quantity discount plan. More recently, a New England metals warehouse, Hawkrider Bros., even expanded on the idea by offering quantity discounts on combined hot rolled, cold finished and alloy steel products. In one way or another, however, the steel warehouse attitude toward small order prices has been changing.

"Just recently the vendors of cold-rolled steel have started delivering any cold-rolled item as part of a minimum 6,000 lb. order," reports a Birmingham pipe manufacturing P.A. "The discount on this amounts to about 2¢ or 3¢/lb. Before, you had to buy 6,000 lb. of a specific cold-rolled item to qualify for the discount."

More Combining Cited

Another buyer, at an engineering construction company, notes warehouse willingness to allow combinations of purchases on a blanket order arrangement "to get the price advantage even though all may not be delivered at the same time."

A New York aluminum and steel distributor says: "We're emphasizing the savings available through tying small order patterns to a customer's long-run needs. Our salesmen are experts in this area and try to sit down with the buyer to work out order combinations and continuous flow of small deliveries that give him lower prices and us lower handling costs."

Chemicals: While pushing the idea of bulk sales, chemical companies also are coming up with a wider variety of small order combinations. The soon-to-be announced quantity discounts on solvents is one version. Another example is Union Carbide's addition of its UCON propellants (fluorocarbons) to the list of products on which the company offers quantity discounts for small order combinations.

A number of companies are launching advertising campaigns stressing the economics of combining small order lots. The Oronite Div. of California Chemical, for example, headlines its plan for mixed shipments of maleic anhydride, phthalic anhydride, isophthalic, and fumaric acid.

Buyers also report the gaining of more liberal quantity discount policies for combinations of small orders on photographic chemicals such as developers and fixers.

And looking to the future, Monsanto has been pioneering with a staff of consultants who work with salesmen on systemizing mixed shipments for bulk discounts to customers whose demand has grown to the point where such systems can be made economical to handle.

Paper: A prime example of the trend in this area comes from Ludlow Papers. Recently this manufacturer set up a plan offering its customers carload prices for combinations of orders for gummed sealing tape, polycoated papers, grease-proof paper, and fine papers that add up to a carload. The order is placed at one plant—regardless of what paper product that plant produces—

where it is assembled and shipped.

Cutting tools, fasteners, electronic components: Competition for small orders is especially fierce in cutting tools. P.A.'s across the country report heightened discounting on small combinations.

A typical comment comes from an Atlanta fabricator of materials handling equipment, "The drill makers have recently started offering us a 16% discount on any \$100 order that includes any kind of drill they manufacture."

The same trend also has gathered momentum in fasteners. While some mixed shipment discounts have been available for some time, it is spreading both

geographically and by product.

"In the last 60 days we've been offered dollar-quantity discounts on set screws," reports Luther Spivey, P.A. for Auto-Soler Company. Discounting in this line is usually done by per-item volume."

In electronic components the pitch is more toward continuous flow of small orders. "Representatives call and point out the cost-savings advantages in blanket ordering," comments a Texas buyer of semiconductors, resistors and capacitors.

In addition, suppliers are stepping up warehousing and delivery services in their push for small order volume. They're also stocking a greater variety of materials and components to speed up their servicing of blanket orders.

World Prices Shrug Off Berlin; Traders and Markets Keep Calm

(Continued from page 1)

lean copper strikes, possibility of a new floor price for tin.

In the U.S. similar views prevailed. A leading foreign market analyst interpreted recent changes in rubber, copper, and wool futures as stemming mainly from speculative demand rather than buyer panic. Pointing to sugar as the bellwether indicator, this expert said any upward movement there would probably telegraph increasing concern. As of last week, however, sugar prices were mostly lower.)

Most commodities were considered in ample supply. Present price levels already take into account current defense programs, and most experts agreed only a major increase in world rearming would push them up. British industry, which had stockpiled heavily toward the end of last year, has been running down stocks steadily this year and there were no indications the trend was being reversed.

As for specific commodities: Lead and zinc have been listless lately. Copper has shown little movement. Tin prices reached a new peak early last week but

largely because of speculation that the Tin Council would raise the floor price at its Aug. 22 meeting.

New England Truckers Win Higher Class Rates

Washington—Major New England truckers put through an 11% increase in class rates last week over the protests of area shippers.

The ICC's Suspension Board, however, said it will investigate the increase. This means that the higher rates will remain in effect pending the outcome of the investigation, which may take as long as a year. After completing the inquiry, the ICC will decide whether the increase is justified or should be reduced or eliminated.

LTL rates have been raised a flat 11% under the new tariff structure. Class rates on truckload shipments also are up 11%, with a maximum increase of 2¢/cwt. to 13¢/cwt. depending on class. Minimums have been raised 11%, with the new charge rounded off to the next highest 5¢.

One Out of Every Four Truckers Believed to Be Violating ICC Rules

New York—One out of every four trucks in the U.S. is operating illegally, according to a study made by the Committee Against

Unauthorized Transportation for the Transportation Assn. of America.

The committee, composed of representatives of major trucking, railroad, and shipper organizations, was established recently as a result of the growing concern over illegal truck operations. These groups believe diversion of traffic to illegal channels is severely damaging the regulated carriers and has helped make necessary the recent rash of transportation rate increases.

The new committee singled out three categories through which it said truckers seek to evade regulation. One is the "gypsy," who will haul anything anywhere regardless of whether he has federal or state authority. Another is the "buy-and-sell" operator, who merely purports to own the goods he carries. The third is the operator who pretends to be merely leasing trucks, but actually supplies drivers and other services as well.

Commerce Dept. Predicts \$1-Billion Inventory Boost

Washington — Manufacturers expect to increase their inventories during the third quarter by about \$1-billion, according to new figures just released by the Commerce Dept. The amount of the increase is small percentage-wise, since inventories now run close to \$55-billion. But the upturn was considered significant in view of the months-long decline that bottomed out at the end of the first quarter as the recession was ending.

Reports on manufacturers' inventory anticipations will be published quarterly from here on, following a four year test by Commerce of the reliability of the survey.

Purchasing Week's

Purchasing Perspective

(Continued from page 1)

One is that defense manpower needs, in both the armed forces and industry, plus the normal business comeback and general government anti-unemployment measures, may result in significant reductions in manpower supply. But unemployment probably will remain serious for some time, according to McGraw-Hill Economics Dept. analysts who suggest that military needs, both in the services and on production lines, and normal civilian work-force requirements will absorb only about 1-million unemployed by mid-winter. This would leave an estimated 4-million unemployed workers, or a 5%-plus unemployment rate, statistics that are much higher than those in previous expansion periods.

It also remains to be seen whether current automobile contract negotiations will alter wage rate patterns developed in 1961.

The figure for inflation-spotters to watch, however, is the gradually diminishing percentage of unused U.S. industrial capacity. This factor has been shrinking steadily for some months, but at last count the country still had adequate capacity for producing almost anything, especially basic materials. This prevails despite the fact that the industrial operating rate has been moving up fairly rapidly in recent months.

The Federal Reserve Board's industrial production index's surge to a new record last month illustrates this. But even at that, manufacturers are operating at only a little above 83% of capacity; and even if they top 85% this month or next, there still will be a wide 9-point gap between that level and the preferred 94% operating rate.

Therefore, McGraw-Hill economists suggest keeping an eye on the over-all industry operating rate. The department, in its latest advisory, suggests that when industry operations reach 90%—a situation perhaps a year away—that is the time when the inflationary pot may begin to boil.

In working every angle of the value analysis approach to cost-cutting, some purchasing departments are making special efforts to get visiting salesmen in on the act. For instance, Monsanto Chemical tries to encourage vendors to think in terms of value analysis with waiting-room propaganda, such as this.

Mr. Salesman—

How's Your Batting Average?



We Can't Bat 1,000

But are you hitting the ball the way you should? Could you do better?

There's always room for improvement.

And the way you can improve your sales batting average at Monsanto is to come up with new ideas... ideas on how we can cut costs. This is called Value Analysis.

Creative ideas at work saved a group of our plants \$100,000. It worked this way: The salesmen thought of ways to save money. They told us about them. We tried them out, and they worked. Results: The salesmen got the orders; Monsanto saved money.

You can do it, too. If you want to know more about Value Analysis, ask the purchasing agent at this Monsanto location.

MONSANTO CHEMICAL COMPANY
800 N. Lindbergh Blvd.
St. Louis 66, Missouri



Prepared by the Public Relations Department in cooperation with the Purchasing & Traffic Department.

This bit of purchasing promotion consists of an 8½" x 3¼" card featuring an eye-catching headline and illustration (above) backed up by a message appealing both to the salesman's vanity and pocketbook.

Further proof of salesmen learning the language of value analysis: Marketing and sales managers are conducting seminars, calling in VA consultants and procurement men. Drexel Institute in Philadelphia recently ran a three-day program in which most of the topics covered were angled either to value analysis techniques or to purchasing influences and techniques.

Personal: Now its even money your next car will be a compact or a slightly larger "standpat." According to predictions by Fleet Owner, McGraw-Hill publication, compacts and stanpacts (midway between compacts and standard models in size), will account for almost half the new car sales in the 1962 model year.

Rock Salt Contract Bids Getting More Competitive

Late News in Brief

(Continued from page 1)
\$2.60 figure right on the button. International Salt Co. won the contract this year with a bid of \$8.10/ton, compared with \$10.70 which the city paid Morton Salt Co. last year.

"For the first time in the last several years, all the companies entered different bids—and all the bids were under the previous year's figures," said Chicago Purchasing Agent John F. Ward. "We figure this will save the city \$100,000."

In Massachusetts, on the other hand, state and city P.A.'s estimated that delivered prices will rise from an average of \$15/ton to \$16 or \$16.25 on new contracts because of higher transportation and labor costs. Officials of the Highway Dept., the city of Boston and other municipalities, however, reported a noticeable drop in identical bids this year.

Consensus of P.A.'s surveyed was that the threat of price fixing suits has imbued the salt companies with a fair amount of religion.

Four Under Indictment

Four of the nation's largest rock salt makers—International, Morton, Diamond Crystal Salt Co., and Carey Salt Co., were indicted on antitrust charges in Minneapolis last month. All pleaded not guilty and asked that the government suit be dismissed. A hearing has been set for Sept. 18 to consider this motion.

Other highlights of the P/W survey:

The state of Wisconsin received its first competitive bids in about 30 years, according to Herbert J. Schmiede, director of Bureau of Purchases. The differing bids averaged about 4% lower than last year's identical ones. Only exception was in the case of Milwaukee County, where three of seven firms submitted the same low bid of \$13.80/ton for truck deliveries. Bids on rail-delivered salt were different, however, running from 80¢ to \$1/ton less than by truck said Schmiede.

The city of Milwaukee also will get its salt for \$13.80/ton this year, according to Purchasing Agent Andrew L. Lehrbaummer. This compares with \$15.60 last year.

Michigan Saves \$2/Ton

The state of Michigan was one of the few buyers reporting identical bids this year, but even so the state will save \$2 a ton against last year's prices. Low bids this time were \$6.90/ton f.o.b. in trucks and \$6.40/ton f.o.b. loaded in rail cars.

The city of Detroit also received a low bid of \$6.90/ton f.o.b. The winning company's price on bulk salt delivered to storage points is \$7.70/ton, making for an 80¢/ton delivery charge. The bulk rock salt price in Detroit compares with \$12.40/ton for salt delivered in 100-lb. bags.

Philadelphia reported that it will pay 10¢/ton more for rock salt this year than in 1960. The same low bid of \$14.50/ton was submitted by three firms, so the contract was awarded on the basis of service to Pioneer Salt Co., a local concern. Under the contract, Philadelphia will be able

to get the salt at a reduced price of \$13.28/ton if it takes delivery in 350-ton lots.

In Ohio, the Dept. of Highways said bids this year ranged from 15% to 20% lower than in 1960. "We're quite pleased," said Purchasing Agent Ambrose H. Parks. "With the exception of tie bids for delivery in counties with low usage, there was considerable difference between bids this year." Example of 1961 savings: Low bid for salt delivered in Cuyahoga County this year was \$8.40/ton. In 1960 the low was \$13.40.

The city of Youngstown had to advertise for bids three times, but

it finally got a break which officials believe will save \$9,600. The city received identical bids from three or four local distributors each time they advertised the contract. They awarded the contract after the third go-round—to the distributor with the best delivery location, since there was no price difference. After the award, however, Morton came in and offered the city salt at \$10/ton compared with the \$12.20 bid previously. City officials feel the action was prompted by the recent Justice Dept. moves together with the adverse publicity which the affair received.

GSA to Require Exhaust Controls On Cars for Federal Civilian Use

(Continued from page 1)
recommending legislation to make the exhaust control units mandatory.

But hesitant automakers have claimed that many problems re-

main before the blow-by devices will be ready for mass use. Maintenance, especially in cold weather and before the motor is warm, is considered a major factor.

California, the front runner in the campaign to promote use of auto exhaust control devices, has a law on the books that will require installation of control devices as soon as two or more are certified by the state Motor Vehicle Pollution Control Board.

24 Applicants

This law covers the more sophisticated units which trap fumes at the tailpipe, in addition to the crankcase blow-by devices. Twenty-four applications for exhaust control devices have been received, but none has been approved yet. The board hopes to certify one or more units next year.

Sixteen of the applications have been rejected, and one has been accepted for Step 1 testing which consists of determining whether the device meets Dept. of Health Standards.

Step 2 testing, a checkout of odor, noise, safety, life, and cost could follow at any time. Definite criteria for Step 2 approval will probably be decided at next MVPCB meeting on Sept. 15.

Tentative criteria for approval say the device should not increase fuel consumption by more than 10%, increase exhaust system back pressure by more than 25%, be too costly (MVPCB is shooting for a \$50 to \$75 installed figure), and need replacement of any component before one year or 12,000 miles.

GE Begins Marketing 40-Watt Fluorescent 7% Brighter Than Old

Cleveland—General Electric has increased the light output of its standard 40-w. fluorescent lamp 7%—from 2,900 lumens to 3,100 lumens—at no increase in cost.

The added light is made possible by a redesign of the lamp's workings which now require 2 w. less internally, freeing them to produce the added 200 lumens. The company previously had produced a similar lamp at \$1.45 (compared with the standard \$1.30) as a premium item. New automatic production techniques now make possible the production of a 3,100-lumen lamp as standard.

"This is the most powerful 40-w. fluorescent yet made," according to Robert V. Corning, marketing manager for GE's Large Lamp Dept. It will fit standard fixtures and will lower total lighting costs since there is no increase in electricity consumption.

The lamp is available in 10 types: cool white, warm white, deluxe cool white, deluxe warm white, daylight, white, soft white, cool green, reflectorized cool white, and reflectorized warm white.

Price Changes for Purchasing Agents

Item & Company	Amount of Change	New Price	Reason
INCREASES			
Voltage regulators for utilities, GE.....	5%	profit pinch
Tin oxide, lb.....	.015	\$1.275	metal up
Menthol, Brazilian, lb.....	.10	\$7.25	improved demand
Plywood, 1/4" sanded, Northwest mills, 1000 sq. ft.....	\$4.00	\$68.00	improved demand
Ammonium chloride, granular & pwd., J. T. Baker, Sept. 1, 250-lb. dms., lb.....	.0275 & .03	.20 & .27	incr. costs
Aluminum siding sheet, in coils, .024 gage, Olin, lb.....	.08	.415	price revision
REDUCTIONS			
Fluorescent lamps, 40-watt premium, GE, Aug. 23.....	.15	\$1.30	prod. econs.
Stainless steel, sheet & sheet coil prods., Chicago Stl. Svce.....	1 1/2%-3%	competition
Phenol, natural, 90%, tanks, lb.....	.005	.1775	synthetic cut
82%, tanks, lb.....	.005	.145	synthetic cut
39 degree, C, tanks, lb.....	.005	.1575	synthetic cut
Mercury, 76-lb. flask.....	\$1.00	\$189.00	light demand
Gasoline, R. I., Esso & Mobil, dlr. tnkwgn., gal.....	.008-.016	.139 & .13	competition
Gasoline, Mid-Cont. refiners, gal.....	.005	competition
Tallow, bleach, fancy, lb.....	.00125	.06125

Interior to Boost Helium Price

Washington—Interior Dept. proposes to increase the price of helium its sells to wholesalers and government agencies from the present \$19/thousand cu. ft. to \$35 to pay for its new helium conservation program. Helium now retails in small quantities at \$60 to \$110/thousand cu. ft., and the government's increase probably would raise retail prices accordingly, officials said.

'Cloudy' Outlook Seen for Steel Tags

New York—The president of Allegheny Ludlum Steel Corp. told a security analysts session last week he looks for price weaknesses in stainless steel strip to end soon but that sheet prices are expected to remain soft for some time. E. J. Hanley also said he was unable now to predict the course of steel prices over the next few months but described the price outlook as "cloudy".

Chilean Warns of Long Strike

Santiago, Chile—The strike at Chilean copper mines, already more than a week old, may take a long time to settle, a Chilean official warned last week. Manuel Ovalle, president of the Copper Federation, said an agreement will be difficult to reach because of the complexities in the dispute at U.S.-owned mines.

AR to Open 22-Mile Pipeline

Philadelphia—Air Reduction Co. announced it soon will open a 22-mile nitrogen pipeline, longest in the nation, to supply industrial plants in the Delaware Valley.

New Alloys Operate at Ultra-Low Temperatures

Ann Arbor, Mich.—The Battelle Memorial Institute reports that the 5000-series of aluminum-magnesium alloys have distinct advantages for use at ultra-low temperatures of liquid oxygen and hydrogen. New data on a series of experiments of major interest to space suppliers was released at a session of the Cryogenic Engineering Conference here.

GE Boosts Voltage Regulator Tags

New York—General Electric Co. has boosted prices on voltage regulators sold to utilities by 5%. The company attributed the increase to the current decline in profit margins, which it said is approaching the point where development programs in regulator equipment could be threatened.

Olin Mathieson Posts Higher Prices

New York—Olin Mathieson Chemical Corp. raised the price of residential aluminum siding sheet in coil form to 41.5¢/lb. The new price, which will apply on orders shipped after Sept. 30, represents an increase of about 8¢/lb. and is the largest increase announced by the aluminum industry since it began revising mill prices on Aug. 1.

Identical Bid Bill Okayed

Washington—A bill which would require the Attorney General to publicize identical bids received by local, state and federal purchasing agents has been approved by the House Committee on Government Operations.

P/W to Set Up Special Department In Professional Development Area

(Continued from page 1)
Purchasing, Stanford University, and faculty member, Graduate School of Business (where he lectures on purchasing to all M.B.A., Ph.D., and Sloan stu-

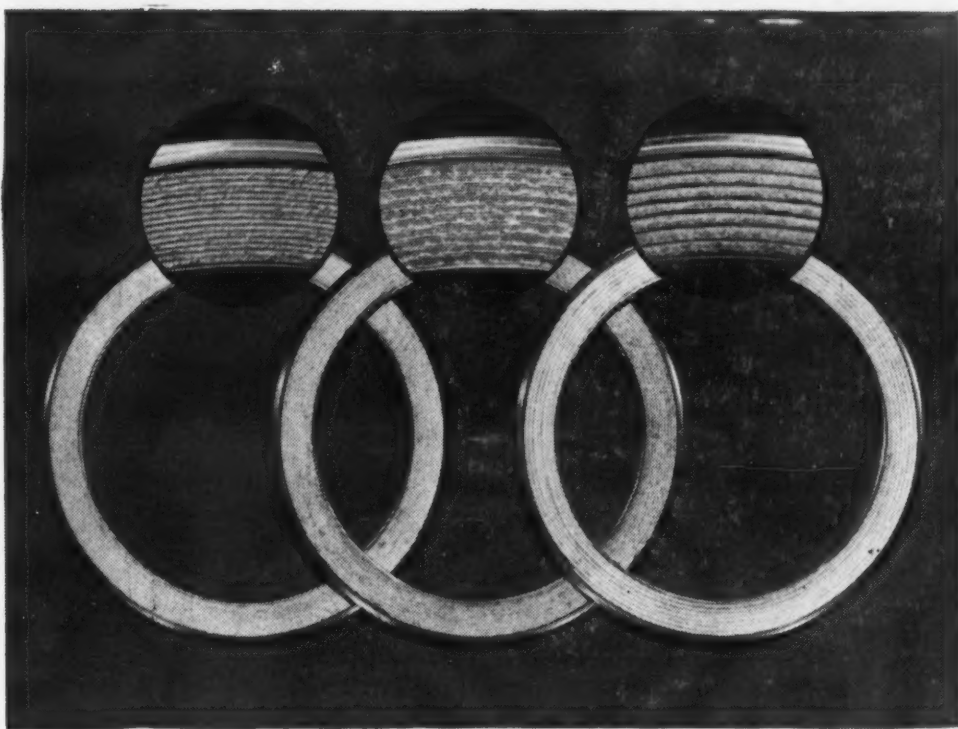
dents). During World War II he commanded the supply depot in Guam, was awarded the Legion of Merit, and retired in 1957 as rear admiral. He is the author of the Navy's standard "Manual of Naval Standards for Inventory Control" and a member of NAPA's "Purchasing as a Career" committee.

• Arthur G. Pearson, Procurement Specialist, Lockheed Missiles & Space Co., whose practical experience also includes Commonwealth Edison (Chicago), National Broadcasting Co., American Meat Institute, Chicago Board of Education, and Northrop Corp. He has been an NAPA vice-president, president of the Chicago association, and currently is chairman of the Professional Development Committee of the Los Angeles association and faculty member of UCLA Extension Div. As a specialist in the procedures of a whole array of new, sophisticated industries, he can comment on an area in which he is a pioneer.



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for Plant
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Exact control of gasket density is obtained by varying the number of metal plies and filler material to seal a specific pressure.

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This controlled density—combined with the special V-shaped metal plies—allows the gasket to "breathe." Thus, a tight seal is effected at all times despite equipment or line expansion and contraction. In no other type of gasket is it possible to vary the compressibility to meet different pressure and bolt load requirements.

Complete range of sizes, shapes and wide temperature range are more reasons for specifying Garlock GUARDIAN Gaskets... $\frac{1}{16}$ " thickness up to 6", $\frac{1}{8}$ " up to 30", $\frac{1}{4}$ " up to 60" and $\frac{1}{2}$ " thick up to 60" depending on flange width. For temperatures up to +1900°F. with ceramic filler material.

Type CR GUARDIAN Gaskets are furnished with a cadmium plated centering ring for corrosion resistance and prolonged shelf life. Centering ring also is marked with the pressure series—assuring application of correct gasket density for specific pressure.

Convenient local stocks of most standard sizes are maintained at Camden, New Jersey, Cleveland, Ohio, Houston, Texas and San Francisco, California, for quick delivery.

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DESIGN NOTES

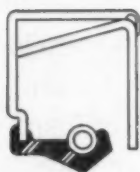
C/R offers new bonded CRS Seal design in standard sizes — without premium tooling charges



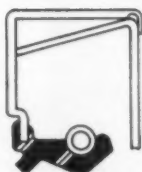
CRS



CRS-A



CRSH



CRSH-A



Design Advantages

The CRS Seal now provides a new level of C/R Seal performance through its simple, bonded design. There are no internal parts to misalign, no avenues for internal leakage. The shell and sealing member are integral — bonded securely for the long life of the seal. The CRS Seal incorporates a sealing member with both improved lip configuration and improved concentricity. The sealing member has been strengthened over former designs by placing more material at points of major flex and wear — and without increased shaft loading.

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The CRS Seal gives the designer one, basic, rugged shaft seal design which may be applied with high reliability to the great majority of common shaft seal applications — particularly in industrial, automotive, farm, and off-the-road equipment.

Four basic design variations are available. As you can see, these provide an auxiliary sealing lip, where it may be required, or provide extra rugged shell construction where conditions suggest the need to protect the seal lip against assembly damage — or where large, heavy-duty shafts are being sealed.

Selection of the new C/R Type CRS Seal gives the designer and buyer major advantages over special seals: shorter lead time on orders, simpler specification, savings in time and money, and improved assembly quality and reliability.

Operating Maximums*

Shaft Speeds	3600 fpm (single lip) 2500 fpm (double lip)
Run-out	.015" TIR dynamic eccentricity .010" static eccentricity
Temperature	—30 to +275°F. (225°F. in EP lube)
Pressure	5 psi (single lip) 10 psi (double lip)
Media	Oil, grease, fuel, water

**Not all conditions present in one application*

New, Improved Compound

Standard sealing members for the C/R Type CRS Seal are molded of a new Sirvene synthetic rubber compound having markedly superior sealing and wearing properties. It is a Buna-N-based material with low-friction characteristics. The CRS Seal can also be furnished in the usual special materials such as acrylates, Sili-

cones, and butyls. Shells are of standard steel, but can be provided in corrosion-resistant materials on special order.

Consult C/R Engineers

For assistance on the application of the new CRS — or on any oil seal problem, get in touch with C/R Oil Seal Engineers. They're specialists in fluid sealing — and will gladly cooperate with you.

For More Design Data:

You will want the complete design data on the new CRS Seal. Write for our Bulletin CRS-100. It gives you the complete list of standard sizes, widths, O.D.'s, shell thicknesses and sealing lip heights. You will want it to compare and then specify C/R's CRS Seal.

CHICAGO RAWHIDE MANUFACTURING COMPANY

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